Board of Trade Journal

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Any late announcements not indexed on this page will be found at foot of following page.

Front cover photograph

Wilkinson & Co. Ltd., of Vancouver, said to be West Canada's largest steel stockholder, has placed an order for a complete cut-to-length line valued at some £57,000 with The Bronx Engineering Co. Ltd., of Lye, Worcs. This will be the second line supplied by this British manufacturer of metal forming machinery to Canada and one of a growing number of orders which Bronx is winning in North America. The new cut-to-length line will be capable of processing mild steel coil up to 1,800 mm (72 inch) in width and of 10 to 28 gauge. The line will consist of coil storage saddles, coil car, double mandrel uncoiler, tail opening equipment, a 17 roll precision leveller, hump table, a special up-cut shear, gauge table and measuring head and a semi-automatic hod stacker. The line is scheduled for delivery in Spring, 1970. Mr. G. B. Crosthwaite, chairman of Bronx Engineering says that although Bronx equipment enjoys considerable export success, it is most significant that this British company is able to sell its equipment to the North American price/quality conscious market. He believes that this is due to the advanced engineering techniques developed by the company.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow airport (Q)	11 April 1969
Trade by air (6-M)	28 Mar. 1969
Balance of payments (Q)	25 June 1969
Bankruptcy orders (Q)	31 Jan. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	This week
Industry's investment intentions (3 times a year)	24 Jan. 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	This week
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisition and mergers (Q)	21 May 1969
Income and finance (Q)	4 June 1969
New companies registered:	
Gt. Britain (M)	25 June 1969
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	2 May 1969
Construction work overseas (A)	11 Oct. 1968
Credit:	
Instalment credit business (M)	2 July 1969
International trade credit (A)	16 Aug. 1968
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	14 May 1969
Engineering and electrical goods:	
Deliveries of certain products (A)	3 Jan. 1969
Production, exports and orders (M)	2 July 1969
ECGD business (Q)	11 June 1969
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	This week
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	6 Dec. 1968
Registrations of films (A)	24 Jan. 1969
Trends in film going (A)	9 Aug. 1968
Food:	
Consumption levels (A)	14 Feb. 1969
Household consumption (Q)	10 Jan. 1969
Footwear industry orders and deliveries (M)	25 June 1969
Foreign trade:	
Commonwealth trade (A)	7 July 1968
EFTA trade (Q)	11 June 1969
Trends in export of manufactures (A)	6 Sept. 1968
World trade and production (Q)	2 May 1969
Foreign trade of the UK:	
Direct exports (A)	16 Aug. 1968
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	18 June 1969
Value of overseas trade: analysis of trends (Q)	14 May 1969
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	11 June 1969
Hire purchase:	
Assets and liabilities of HP companies (Q)	14 May 1969
Business (M)	2 July 1969
Industrial building provisional figures (Q)	31 Jan. 1969
Industrial development approvals (Q)	25 April 1969
Industrial development certificates refused (A)	This week
Industrial production:	
Index nos. (M)	25 June 1969
N. Ireland index (M)	28 May 1969
Insurance companies:	
Assets (A)	16 Aug. 1968
Transactions (A)	25 April 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	11 June 1969
Machine tools, deliveries and orders (M)	25 June 1969
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	2 July 1969
Deliveries (Q)	7 Feb. 1969
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	18 June 1969
Office development permits (Q)	14 Feb. 1969
Partnerships registered	7 Feb. 1969
Pension funds:	
Assets (A)	12 July 1968
Transactions (Q)	14 May 1969
Retail prices index (M)	25 June 1969
Retail trades:	
Index nos. (M)	2 July 1969
N. Ireland index (M)	2 July 1969
Royalty transcations (A)	14 May 1969
Shipping:	
Movement at UK ports (M)	2 July 1969
Nationality of vessels in UK sea-borne trade (A)	27 Dec. 1968
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	This week
Manufacturing industry, Census of production (A)	20 Dec. 1968
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	3 May 1969
Textiles:	
Clothing and textile orders and deliveries (M)	25 June 1969
Cotton production (M)	25 June 1969
Wholesale houses sales (M)	18 June 1969
Wool exports (Q)	22 Nov. 1968
Wool output (M)	25 June 1969
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International tourism (A)	2 Jan. 1969
UK tourist traffic (M)	11 June 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	18 June 1969

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	9 May 1969
Board of Trade regional organization	18 June 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	18 June 1969
Customs notices of interest to exporters	25 June 1969
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	2 July 1969
Half-yearly index – July-Dec. 1968	7 Feb. 1969
Official Receivers' offices	21 June 1969
Programme of trade promotion	7 Mar. 1969

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Hundreds of British companies have found that specially made sales films help their salesmen win export orders. But do you know how best to go about making a film of your own? Or what the Government's Overseas Service can do to help you get valuable distribution?

1. What can a film do for your product?

Look at this example: Brookes (Oldbury) Ltd., a Tube Investments Company, are manufacturers of engineering equipment. The product in question was a giant billet grinding machine for steel works, of a new design. The problem: to show prospective users the machine in action without bringing them from all over the world. The answer was a simple 8-minute colour film.

Yet among several competitors for an important foreign order Brookes were the only company with the foresight to include a film in their presentation. The business, worth many thousands of pounds, went to Brookes, and sales executives claim that the film was an important factor in their success.

2. How much will a film cost you?

It depends on what you say and how you want to say it. Only a careful estimate from a film production company can provide you with an accurate figure. The Brookes' film cost about £1,000 and was available in several languages within a few weeks.

3. Who can make it for you?

Over 200 film production companies are listed in the Television Mail Year Book. Most are based in London but there are some facilities in all large regional centres. Ask the British Industrial and Scientific Film Association for advice. Their address is: 193/197 Regent Street, London, W1.

4. How do you get it shown to the right people overseas?

The Central Office of Information can arrange for selected films of high standard to be considered for overseas distribution by the Foreign and Commonwealth Office.

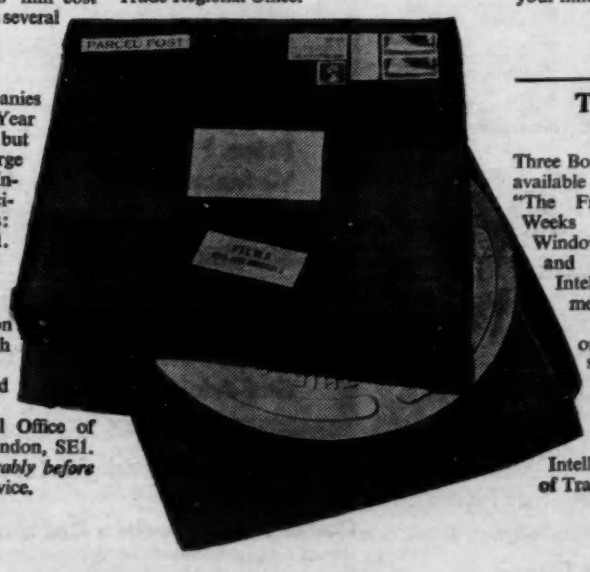
Contact Room 520A, Central Office of Information, Hercules Road, London, SE1. Tel: 01-928 2345 Ext. 770 *preferably before production* to benefit from this service.

5. Who sees your film?

Depending on the purpose of the film, different people are invited by British Embassies and High Commissions to special events. They include Ministers of Government, officials concerned with industry, trade, transport, bankers, doctors and scientists, etc. Special screenings are arranged for businessmen and films are lent to industrial concerns and shown at exhibitions and trade fairs. There are outlets for some films on TV and in cinemas.

6. What other distribution channels are there?

Inforfilm, an international network of film libraries, is another channel of distribution. This service and other means of reaching overseas customers are described in the film "Reaching Overseas Audiences". You can hire this from Sound Services Library, Kingston Road, Merton Park, London, SW19, or obtain a copy on loan from any Board of Trade Regional Office.



7. What about foreign languages?

If there are specific requests for your film by the Foreign and Commonwealth Office, the C.O.I. will make foreign language versions free of charge. If you are going to need prints in different languages for your own commercial use, be sure to discuss this with your production company as it will affect the way your film is made.

Most important of all – Before making a film you need to plan how you are going to use it and budget for an adequate number of copies in foreign languages to be loaned or given in suitable cases to important prospective overseas customers. It is wasteful to make an expensive film and then to try to save money by limiting the number of copies. It is also worth investigating the new 'desk top' portable back projectors for use by your own salesmen.

8. What should you do now?

For advice about making and distributing your film, get in touch with:

The Central Office of Information,
Hercules Road, London, SE1.
Tel: 01-928 2345 Ext. 770.

Three Export Films for Home Consumption

Three Board of Trade films on exporting are available to all exporting companies. They are "The Friendly Invasion" about British Weeks in Toronto and Brussels; "Shop Windows for Exports" about trade fairs and promotions; and "Call Export Intelligence" about the range of Government export services.

If you would like your company, or a group of local companies, to see these films, they can be hired from the Central Film Library, Government Building, Bromyard Avenue, Acton, London, W3.

Alternatively, the film "Call Export Intelligence" is available through Board of Trade Regional Offices.

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TRADE WITH THE EEC COUNTRIES

France: A rapidly expanding market for British capital goods

By J. S. Rooke, CMG, OBE, Minister (Economic), HM Embassy, Paris.

Articles on the market for consumer and capital goods in the Federal Republic of Germany appeared in the issue sof February 28, March 14 and May 2. An article on selling capital goods in the Netherlands was published on June 18 and was followed in the issue of June 25 by an article on selling consumer goods to the same market. Later articles will deal with trade prospects in other EEC countries.

IT IS OFTEN SAID with some justice that the opportunities most likely to be overlooked are those lying on our own doorstep. This is particularly true of the French capital goods market. It is perhaps understandable that British manufacturers should be tempted to concentrate on more distant markets, where language and standards create fewer problems, and to leave the responsibility for the French market in the hand of French agents. Unfortunately many of these are ill-equipped to cover the whole of the country effectively or to give adequate after sales service. The growing French market for increasingly sophisticated industrial equipment can only be tackled satisfactorily by a methodical approach on the part of the manufacturers themselves; it cannot be left to agents alone.

A number of British firms have already had outstanding success in certain fields such as knitting machinery, machine tools, office equipment, construction machinery, agricultural equipment, motor vehicles, aircraft engines and forklift trucks. It is thanks largely to such firms that British exports of capital goods to France have shown such notable increases since the war. In the two years from 1966 to 1968 sales improved from £90.5 million to £113.2 million of which £9.2 million were for motor vehicles in each case; the figure for the first four months of this year shows a 29 per cent increase over the same period in 1968. At this level capital goods represented last year more than 48 per cent of total British exports to France (£234.4 million). Encouraging though these figures are, they were the result of the efforts of only a small handful of firms which, by themselves, were not sufficient to maintain Britain's share of the rapidly expanding French market overall. That share dropped from 4.9 per cent in 1966 to 4.7 per cent in 1968. In order to increase our share of the market, a greater effort is needed from British industry as a whole.

French industry investing in capital goods

Stimulated by the rises in wages since the May disturbances last year, and by a lower rate of personal saving, consumer spending has continued in recent months at a higher level than forecast. This has in turn created a favourable climate for capital investment at a time when the French Government has itself decided upon a policy of expanding and re-structuring industry with a view to enabling the economy to absorb last year's wage increases by increased productivity. To implement this policy, investment incentives were granted to French industry in the form of company

Left: Mr. J. S. Rooke (second from the right), Minister (Economic), at the British Embassy in Paris discussing sales with representatives of the English Electric Valve Co. Ltd., at the Paris Electronic Components Exhibition. English Electric Valve, members of the Radio and Electronic Components Manufacturers Association, were one of the 37 British firms to receive assistance in the exhibition under Board of Trade joint venture terms. Right: Monsieur Carasso (right), the active Paris representative of Associated British Machine Tool Makers Ltd., initiates Mr. Stenning of Commercial Department of the British Embassy, Paris into some of the main features of one of their automatic milling machines.

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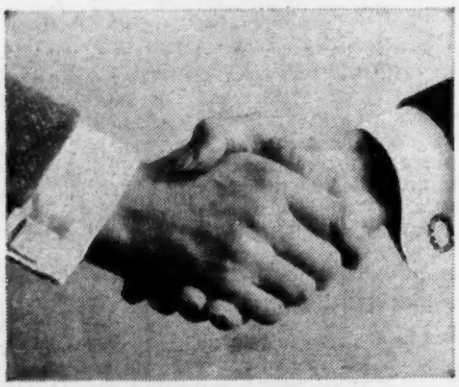

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THE FRENCH MARKET FOR BRITISH CAPITAL GOODS, *continued*

tax reductions to the extent of 10 per cent of the cost of certain items of capital equipment ordered between May 1, 1968 and May 31, 1969. Perhaps because of this, and of the economic factors mentioned elsewhere, the forecast is for an increase of 19 per cent in the value of investment this year over last. French industry is being actively encouraged to re-group itself into larger units and to modernise production in order to meet competition from within the Common Market and elsewhere. Labour costs have risen on the average by almost 15 per cent since the wage increases last year and there is a particularly strong demand for labour-saving machinery. Suitable labour is scarce and under pressure of domestic and foreign demand, French delivery dates have been lengthening. Conditions have rarely been more favourable for the sale of most kinds of British capital equipment and industrial machinery and, in particular, of technically advanced machines capable of improving output.

Machine tools

Judging from the report of a British machine tool reconnaissance mission last December, which has since been confirmed by nearly 200 visits paid to French machine tool users by British Commercial Officers, it is clear that an excellent market exists for sophisticated, forward-looking machine tools, a field in which for many types British firms have a clear lead in Europe. France has the third largest engineering industry in Europe after the United Kingdom and Germany. Between 1956 and 1967 the machine tool market very nearly trebled in value. The total French market in 1967 was worth £158 million and the share which went to imports was as much as 46 per cent. Imports included lathes, borers, millers, grinders, presses and drills. It is true that France has a machine tool industry of its own capable of supplying many of its needs for standard machines, a field in which Western Germany is also well entrenched. But now is the time for British industry to establish itself as a supplier of the more advanced numerically controlled tools, bearing in mind that about one third of the machine tools in current use in France are more than 20 years old. One British manufacturer of numerically controlled tools for example recently took two orders worth £32,000 and £17,000.

Other promising openings

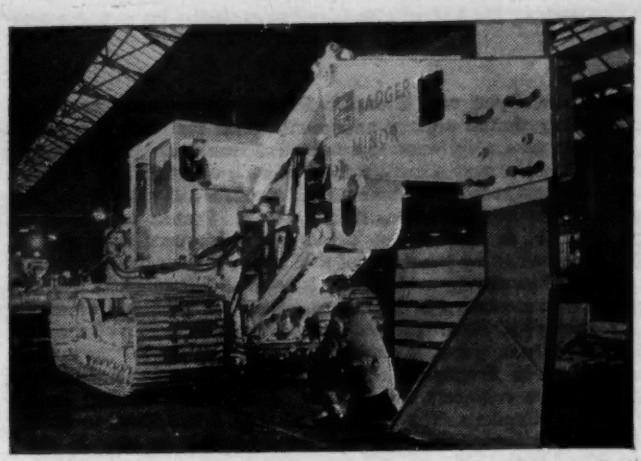
A series of surveys, completed last year, brought to light numerous inquiries for equipment and machinery for the following five sectors of French industry:

(a) textiles; (b) packaging and bottling; (c) printing; (d) paper and board production; and (e) food and drink processing.

Within these sectors, particularly promising prospects were indentified for such products as knitting machinery, throwing and twisting machines for synthetic fibres, web offset printing presses, binding, sewing, gathering and folding equipment for paper and cardboard, computerized type-setting systems, fruit and vegetable processing plant, brewing equipment, pasteurizing and sterilizing machines, bakery equipment, biscuit-making plant, dairy cooling equipment, confectionery and chocolate making machinery, carton-making equipment, cutting machines, slitter-winders, and equipment for packaging for supermarkets such as tear-open tins, aerosols, shrink packages and bags. In some of these fields, British firms are currently doing well, while in others, ground is being lost to more aggresive foreign firms with either more advanced equipment or with better sales networks and after sales service facilities. In all these sectors, the West Germans are strong competitors and in their method of operation regard the French market increasingly as an extension of their own.

In France, the agricultural sector continues to be a major problem demanding an urgent solution. The increasing pressure within the Common Market to bring down the cost of agricultural production is stimulating the demand for labour-saving machinery of all kinds and last year productivity in French agriculture increased by 7.5 per cent. In addition, there is a marked tendency to invest now in new equipment as a safeguard against inflationary trends leading to rising prices. The constant search for improved methods

The Plessey 3120, a new contouring numerical control system for machining centres – recently introduced by the Automation Divisions of Plessey Electronics Group – will be used by SNECMA, the French aero-engine manufacturers, for making Concorde engines. It will be shipped to Berthiez, the French manufacturers of machine tools, and will be integrated with their vertical lathe (BMFC 160) which has two independent heads, each with a multiple tool turret. Before shipment, Mr. C. Feder, Plessey NC sales manager for France (right) and Mr. R. A. Edwards, manufacturing manager (second left) examine the new Contouring Control on test with Monsieur C. Hemery of Berthiez (second right) and Monsieur C. Foucher of SNECMA (left) at the Plessey Automation Division factory at Poole, Dorset.



Machinery for the trenchless laying of pvc and other types of pipe in production at the Leeds factory of Hudswell Clarke and Co. for construction projects in the United Kingdom, America and France. The development concern, Hudswell Yates Developments, will be exporting well over £650,000 worth of this 'Badger' equipment for France during the next three years,

of production is reflected in the greater number of visitors attending the Paris Agricultural Machinery Show and in their immediate response to anything new. British farm tractors and other equipment have already firmly established themselves in the market. Opportunities are particularly favourable for the sale of high capacity four-wheel drive tractors, tractors of over 100 h.p., sugar beet harvesters, potato harvesters, 360° mechanical loaders, motor lawn mowers, garden cultivators, seed drillers, chemical fertilizer spreaders, manure handling equipment and motor-hoes. There is a substantial domestic agricultural machinery industry comprising 2,754 manufacturers, 30 of whom are responsible for 75 per cent of the sales. There is strong competition from the French subsidiaries of American firms, while Japanese competition, which was unknown three to four years ago, is becoming an increasingly important factor. Japanese sales of motorized garden cultivators already amount to 35,000 units a year. British firms wishing to find a distributor in France would do well to contact the Overseas Marketing Corporation who have set up a sales and servicing organization at 53 rue de la Division Leclerc, 78-Gargenville (about 30 miles west of Paris).

The French plastics industry is expanding as fast as any with production rising to more than 800,000 metric tons in 1967. It has been helped by the rapid spread of supermarket trading which has created a demand for new pre-packaging techniques involving the use of plastic containers, bottles, etc. Moulding, injection and extrusion machines are in particularly strong demand.

Materials handling equipment is another field which merits attention. Ports are undergoing drastic modernization, while the more go ahead firms are adopting containerization and automated warehousing techniques. Although the domestic industry is well developed, British firms often find that they have a price advantage of about 5 per cent to 10 per cent.

Keeping pace with the growing need for technically advanced products is the keen demand for the electronic components and assemblies etc., from which they are made. The turnover of the French electronic components industry, which includes variable condensers, transformers, resistors, radio loudspeakers, aerials and tuning blocks, was worth F851 million in 1967, while imports amounted to F172 million. The accent is very much on computerization, automatic control and instrumentation systems. One British firm for example recently received an order, worth several hundred thousand pounds, for magnetic drum memory systems. There is also considerable scope for increased sales of scientific and other instruments.

Choice of agents or other distribution methods

The above examples illustrate only a few of the many possibilities that exist in the capital goods sector. Generally speaking, British machinery has a reputation for reliability and good design, and the main obstacles to greater sales seem to be insufficiently aggressive selling methods, long delivery dates and inadequate sales and after sales service facilities. Though the question of price can never be neglected, it is sometimes a secondary factor so far as capital goods are concerned. More important are performance, reliability and unit cost of output.

Only a few French agents are in a position to give really first class sales coverage for the whole of France, supported by spare parts and service facilities. British firms that have such an agent are indeed fortunate. To cover such important areas as those

(*Continued on next page*)

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THE FRENCH MARKET FOR BRITISH CAPITAL GOODS, *continued*

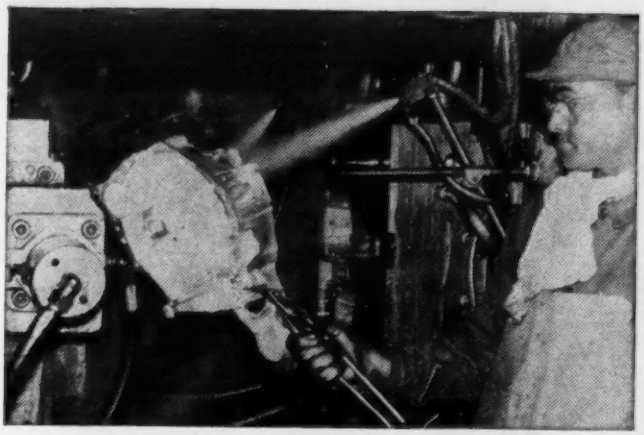
around Lille, Lyon and Grenoble British firms should consider whether they should appoint additional agents for regions outside Paris or appoint a full-time representative from the United Kingdom to supervise and stimulate their existing agent(s). Any British firm that manufactures equipment with a substantial sales potential should not be satisfied unless it can offer its French customers a service which, as regards installation and subsequent running repairs, is in every way the equal of that which it gives in the United Kingdom. One way to achieve this is to have a permanent British technical representative in France to ensure the efficiency of sales and servicing. If there are prospects of an adequate volume of sales to justify it, the next logical step would be the setting up of a subsidiary in France with a French sales force and factory-trained service engineers for the sale of products imported from the United Kingdom. The existence of such a subsidiary is itself a guarantee of the manufacturers determination to stay in the market and support his products. A subsidiary can also feed back market information which will help the factory to keep abreast of customers' needs. In the case of heavy equipment, for which only a few potential outlets exist, an understanding might possibly be reached with a British firm already established in France. In some cases, it might be sufficient if technicians and spare parts could be flown out at short notice from the factory. It cannot be sufficently emphasized that technicians sent out to install new equipment must be top quality men, who know what they are doing. Anything short of this creates a most unfortunate impression from the start. Other methods of maintaining sales in France of British machinery are (a) to establish a fully owned manufacturing subsidiary in France, (b) to go into some form of joint manufacturing venture with a French company or, (c) to allow a French firm to manufacture the British product(s) under licence and sell in France. In seeking French Government orders, it is a decided advantage to have manufacturing facilities in France.

Language and other problems

One of the main problems confronting British firms entering France for the first time is that of overcoming the language barrier. It is rather exceptional for representatives of British companies to be able to speak French well enough to call upon customers. In still too many cases, sales literature, instruction booklets and service manuals are printed in English and measurements continue to be given in feet and inches and prices in sterling. To do business effectively in France, it is essential to use metric standards and quote prices in Francs. The instruction plates on the equipment itself should also be in French. Details on how to set about establishing a subsidiary in France can be obtained from the Commercial Relations and Exports Division of the Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3310) or the Commercial Department of the British Embassy, Paris.

Long-term planning essential

Manufacturers of capital goods would do well to plan their approach to the French market methodically on the long term assumption that it will eventually come to be regarded as an extension of their own domestic market. Although German and Italian firms at present have a tariff advantage, the resulting difference in price is not as significant in the capital goods sector as it is in the case of popular price consumer goods. In the short term, encouragement should be taken from the fact that Common Market external tariffs are being reduced by an average of 50 per cent, in stages, over a five-year period under the recent Kennedy Round agreements. Two simultaneous cuts, amounting to a total reduction in the tariff of 20 per cent, were made on July 1, and further cuts of 10 per cent are due in January 1970, January 1971 and January 1972. Given that the French added value tax (TVA) is levied at the rate of 23.456 per cent of the price after import duty has been paid, the saving resulting from the Kennedy Round cuts is even more substantial than it would first appear.



A 20 per cent increase in the output of 4 kg. diecastings has been achieved by the Pressure Diecasting Division of Ste. Montupet et Cie, Nanterre, France, with the installation of an Acheson-Rimrock die lubrication system, supplied by Acheson Colloids Ltd. In this picture a machine operator removes a finished diecasting. In the background, an Acheson-Rimrock automatic lubrication system applies the die dressing for the next cycle.

Few British capital goods manufacturers can afford to ignore the well-organized specialized Exhibitions and Trade Fairs which attract visitors from all over Europe. At a number of these fairs, British industrial associations and chambers of commerce organize joint ventures to enable their members to participate on advantageous terms, under Board of Trade auspices. Further details can be obtained from Trade Fairs Branch of the Board of Trade.

Change in continuity in French industry

The advent of a full customs union within the Common Market and the elimination of internal tariffs has meant that French industry must now compete in its own home market on equal terms with its five partners. It has become very conscious of its structural weaknesses, particularly in relation to German and Italian industry, and is making resolute efforts to close the gap in competitivity. But if a French manufacturer turns to an outside source of equipment which he cannot purchase economically in France, his first thought will probably be to seek a German supplier. The virtues of British equipment are not registered sufficiently strongly in the mind of the potential French buyer and for this we have only ourselves to blame. If we are to build further on the not inconsiderable success we have already achieved, we must cry our wares more loudly in the French market. The British voice must be heard (through preferably not in English) more often in the international seminars on industrial technology which draw large attendances throughout France. Our sales and service networks must be thoroughly overhauled. During the last year France has experienced traumatic shocks in several different spheres which have shaken her out of deep-rooted habits and attitudes. The slogan now is 'Change in continuity'. Change in industry has been accepted to mean modernization – in equipment, methods and labour relations. British industry has much to offer to the French manufacturer who is determined, as so many of them now are, to take time by the forelock.

Firms requiring more information about the market for capital goods in France or seeking an agent for their products, should contact the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757. Telex No. 886143. Answer Back Bothillgate Ldn.) or their nearest Board of Trade Regional Office.

Mr. Crosland speaks on benefits of an integrated European economy

MR. ANTHONY CROSLAND, President of the Board of Trade, visited Carlisle on July 4 to open the new tyre and footwear factory of Pirelli Ltd. This is the largest industrial project to be built in Carlisle for many years.

Mr. Crosland said that the opening of this Pirelli factory in Britain was an example of the benefits that we all gained from the increasing integration of the European economy.

'People often assume that the benefits of integration come simply from the concentration of production and the economies of scale that follow the reduction of tariff barriers,' said the President. 'But there are also considerable benefits from the greater mobility of enterprise – from the increased ability and willingness of firms which have successfully developed distinctive products or techniques of production to transfer their know-how and managerial skill to other countries, so that the resources of those countries are more effectively employed. As we see today, significant transfers of this sort are already taking place. But we should consider how we can reduce still further the barriers to such movement.

'This is a problem that still confronts the EEC. While they have now obtained the advantages in trade that follow from establishing a large Customs Union, and now effectively have an internal market comparable in size with the United States, they have not yet reaped the full advantages that would flow from the expansion of companies across national boundaries.'

The President went on to say that at present, company growth in Western Europe was frustrated by the company and tax laws of each country. These inhibited expansion across national frontiers. A company could not migrate from one country to another, nor could it form a merger with a company in another country. As a result, the decision on where in the Community to set up a company might be taken not on broad economic considerations, but in the light of differences in company and tax laws.

'The Commission of the European Economic Community are tackling this problem in two ways,' said the President. 'First, they are working for the harmonization of the company and fiscal laws on the individual countries of the community. Secondly, they are concerned with the possibility of establishing rules to govern the setting up of European companies which would be subject to uniform provisions in each Member State, which could well be different from those governing national companies in the countries in question.

'The Community have made some progress with harmonization. In 1968 they issued a directive on disclosure of information and on the validity of contracts entered into by a company with third parties. They are now preparing another directive. They have also made some progress in harmonizing company taxation.

'As to the concept of the European company, there are still disagreements among the member-countries, but I think they all recognize the importance of the problem.

'EFTA is also taking an interest in the subject of company law in Western Europe. At a meeting of Ministers of EFTA countries in May, I welcomed a Swiss proposal that we should study this problem. I am sure that we need to do all we can to harmonize company law as widely as possible in Europe.

'Until now, most companies with interests in several different countries have had their control firmly centred in one particular country, and so in a sense are not truly international. But already there are a few companies – Shell and Unilever are perhaps examples – which are controlled internationally; by that I mean that control is divided between boards of directors in several countries. I am sure we shall see more of this.

'As the Industrial Reorganization Corporation said in their last Annual Report, there is evidence of a keen awareness of the need to form international companies across European frontiers. But the will to give effect to this is lacking in European industry. The trouble is that it is not lacking among American business corporations which are fanning out all over Europe. The future lies with the company with an international capability, strongly established in a variety of markets.

'But, if we are to have such companies, we must at the same time ensure that they are subject to reasonable control. I see some danger in the growth of international concerns without any corresponding inter-governmental machinery which can lay down the rules. We shall ultimately need a supra-national institution to deal with supra-national industrial companies. I hope that we shall make progress in this direction through a strong and enlarged European Economic Community and through the development by such a Community of some supra-national company law.'

During his visit the President paid a courtesy call on the Mayor of Carlisle and visited British Sidac Ltd., the transparent cellulose wrapping manufacturers of Wigtown. Finally, he met the chairman and members of the Industrial Site Sub-Committee for Cumberland County Council.

Business travellers asked to report export opportunities

MANY BRITISH businessmen travelling overseas hear of export inquiries for goods or services which are not of direct interest to their own organization but which could be useful opportunities for other British companies. Frequently the businessman has neither the time nor the opportunity to pass on the inquiry.

The British National Export Council and the Board of Trade, in conjunction with Thomas Cook & Son Ltd. and Lunn-Poly, are introducing on an experimental basis, a scheme to bring such overseas inquiries to the attention of British industry.

For a trial period between July and December, 1969, many businessmen travelling overseas by BOAC or BEA will receive in the travel wallet containing their tickets etc., a form on which they can record an export opportunity outside the scope of their own business. The form can be sent, in a pre-paid envelope, to BNEC for action by Export Services Branch of the Board of Trade. The latter will publish the inquiry in the *Export Service Bulletin* or contact individual British companies direct, seeking further advice on the nature of the inquiry and the inquirer, where appropriate, through the commercial Diplomatic Service Posts.

Businessmen are urged to make use of this service to supplement export opportunities already being reported on a day to day basis by overseas posts and passed on to industry by the Board of Trade.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

President's statement on the structure of the Lancashire textile industry

THE FOLLOWING statement on the structure of the textile industry was made in Parliament on June 30 by Mr. Anthony Crosland, President of the Board of Trade.

'On February 6 I told the House that Courtaulds had agreed, at my request, to withdraw their bid for English Calico, and that the Government had decided that the future structure of the Lancashire industry should be examined thoroughly and objectively in the light of the Textile Council's Report on Productivity and Efficiency. The Council's Report was published on March 31.

'On February 12 I informed the House that I was asking my hon. Friend, the Minister of State, to discuss the problem of structure at length with the major firms in the industry, the textile trade unions, the man-made fibre producers and a number of the industry's major customers. He has now done so, and has been greatly helped by the advice of a small group including Sir Joseph Lockwood, the chairman of the Industrial Re-organization Corporation, Sir James Steel, the chairman of the Textile Council, and Mr. P. N. Davies, an industrial adviser to the Government.

'In considering the question of concentration and rationalization in the industry, I have attached great importance to the Textile Council's view on one of the basic essentials, namely that if the industry is to become fully competitive, the existing groups must integrate their activities by developing closer technical and commercial links between the various stages of production and marketing. The main groups in the industry have grown rapidly by merger and acquisition in recent years and, as the Textile Council pointed out in their report, most of them are still in the process of sorting out their constituent parts.

'The Minister of State's group took the view that the prospect of further mergers and takeovers among these groups might in present circumstances increase the problems of management and could, through the perpetuation of uncertainty, seriously impede the internal re-organization and integration which has yet to be achieved. I accept their views and therefore concluded that, on balance, the best interests of the industry would not be served by a merger between any two of the larger firms in the Lancashire industry at the present time or by a takeover of any of these firms by overseas interests. The need now is for a period of consolidation.

'A standstill for a period on major acquisitions in the textile field will not prevent the larger firms from improving their structural balance either by acquiring smaller firms, or by transferring capacity between themselves, unless the result would be to create or intensify a monopoly at any stage of manufacture or distribution. But any proposal for a merger between two or more large firms which might be expected substantially to reduce competition in the textile field will always be a matter of national importance. While, therefore, the present standstill should not be seen as a bar to further major rationalization at some later date, there can be no question of this taking place without the Government being satisfied that the benefits to the public interest outweigh the disadvantages of reduced competition.

'Apart from the special difficulties arising from monopoly, the Government do not consider that in present circumstances they need to take a view on the linking of fibre production with textile manufacture. It follows that the Government would see no objection if an existing fibre producer with textile interests wished to diversify into new fibres.

'In arriving at these conclusions, I have also taken into account the Monopolies Commission's Report on the supply of cellulosic fibres.

'There remains the question of rationalization in the rest of the industry, and the position of the medium size and small firms. The Textile Council proposed that new integrated groups and consortia should be formed from among these firms, and I attach great importance to this. I am employing two consultants to advise me on what can be done, and I am glad to say that they are meeting with an excellent response from firms in the industry. Sir Joseph Lockwood has assured me that the IRC are very ready to help with any schemes which may emerge, and I shall certainly call on this help at the appropriate moment.'

Mr. Anthony Crosland, right, seen during his visit to the Hoover Ltd., factory at Cambuslang on June 20. With him are (left) Mr. Gregor Mackenzie, MP for Rutherglen, (centre foreground) Mr. J. H. Turner, manager of the Cambuslang factory, (rear) Mr. I. A. Powers, director of Hoover Ltd., and executive vice-president of Hoover Worldwide.

New name for Lancashire and Merseyside IDA

AT ITS recent annual general meeting the Lancashire and Merseyside Industrial Development Association approved a change in its title to North West Industrial Development Association.

The change has been made necessary because of the widening of the association's area of activity to include the whole of Lancashire, Cheshire and the High Peak of Derbyshire, which constitute the official North West Region.

The telephone number and office address are unchanged: North West Industrial Development Association, Brazennose House, West Door, Brazennose Street, Manchester M2 5AZ (Tel. 061-834 6778).

High precision engineering firm expands in Ulster

AN INCREASING demand for precision components for the man-made fibres industry and a rapid growth of general precision engineering work in Ulster are the main reasons for a programme of expansion announced on July 2 by Slack & Parr Ltd. of Kegworth, Derby, for their plant at Enniskillen, Co. Fermanagh. The expansion will means a further 120 jobs for men over the next four years.

Currently employing about 80 people, the Enniskillen factory began production in 1967 in an 18,000 sq. ft. Government factory. They introduced triple shift working in March 1969 and are now the sole approved contractors in Ireland for the manufacture of aero engine components for Rolls-Royce Ltd. of Dundonald, Belfast, with whom they recently completed a five year production agreement.

Contract engineers take over BoT factory in Cornwall

THE ENGLISH Industrial Estates Corporation have announced that Daften Limited, contract engineers, are to occupy the 10,000 sq. ft. Board of Trade Advance Factory at Wadebridge in Cornwall.

Employment in the new unit will initially be for 25/30 people (almost entirely male) with an anticipated growth to 75 men and 25 women within a three-year period.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page 888 of March 28 issue.)*

D. B. Szalai (right), Deputy Minister of Foreign Trade, Hungarian People's Republic, talking to Lord Brown, Minister of State, Board of Trade, during his recent visit to Britain. In addition to official receptions and talks at several Government Departments, Dr. Szalai inspected several aspects of British industry – a motor works, a petroleum company and a heavy engineering plant.

ECGD support £14 million contract for modernization of airfields in Iran

THE EXPORT CREDITS Guarantee Department has signed a Financial Guarantee covering a loan for the supply and installation of telecommunications, navigational aids, lighting, fire fighting and safety equipment at 19 airfields in Iran. The loan also provides for the cost of training and supervisory services.

The £14 million contract (announced last September) is between Irano-British Airports Consortium Ltd. (IBAC), (comprising GEC (Overseas Services) Ltd., The Marconi Co. Ltd., Pye Telecommunications Ltd., Standard Telephone & Cables Ltd., Redifon Ltd. and C. & S. Antennas Ltd.) and the Department General of Civil Aviation of Iran.

The loan, which is being made available to the Plan Organization of Iran by the Midland Bank Ltd., acting on behalf of themselves, Barclays Bank Ltd., the National Provincial Bank Ltd. and the Westminster Bank Ltd., is for £10.6 million and is repayable over a period of 13 years from the date of contract.

Yugoslav technical delegation visits UK

AN EIGHT-MAN technical co-operation delegation from Yugoslavia arrived in London on June 25 for a nine-day visit to Britain. The visit was arranged by the Ministry of Technology under the technological agreement between the United Kingdom and Yugoslavia signed in 1968. The delegation was led by Mr. Blagoje Bogovac, director of the Federal Administration for Technical Co-operation. Members of the delegation included representatives of the Yugoslav aircraft, electronic, chemical engineering and motor industries.

The delegation's programme included reviewing progress of the Anglo-Yugoslav technological agreement and considering wider industrial co-operation.

SUBSCRIPTIONS AND SALES

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BNEC-Australia market surveys on mining equipment and farm machinery

PROSPECTS FOR increased British exports to Australia of farm machinery and mining equipment are being investigated by the Australia Committee of the British National Export Council. Mr. B. F. Pothecary, consulting agricultural engineer, has arrived in Australia for a two months' detailed study on behalf of BNEC-Australia. His study will cover farm machinery usage, an analysis of principal Australian requirements; an outline of the Australian agricultural implement industry; the relationship of Australian demand to British production; and a study of farm machinery import sources.

BNEC-Australia have also commissioned PA Management Consultants, Ltd., to carry out the first stage of an investigation into the market for British mining plant and equipment in Australia,

Re-appointments at National Film Finance Corporation

PENDING GOVERNMENT decisions regarding future films legislation, the Board of Trade have re-appointed Sir Hilary Scott as chairman of the National Film Finance Corporation, Mr. R. A. Clark, Sir Ernest Goodale, Mr. D. V. House and Sir Leslie Robinson, as members of the Board, and Mr. John Terry as managing director, until December 31, 1969. Mr. Robert Clark has been appointed to fill an existing vacancy on the Board.

Notes:

The National Film Finance Corporation was set up in 1949 to make loans to the British film industry for the financing of film production.

A review of all films legislation has recently been made and Government decisions are awaited,

Marking out a 100 *ton cast steel cylinder for a* 4,000 *ton carbon electrode extrusion press in the heavy machine shops at Sheffield, of Davy and United Engineering Company Limited (a member of the Davy-Ashmore Group). Davy-United are building the press, together with associated equipment, for Industrialimport of Rumania. The order, valued at over £250,000, was taken in the face of keen international competition.*

British book sales rise in Japan

SALES OF BRITISH books in Japan in the first quarter of this year equalled the volume for the whole of 1968, the Book Development Council reported on June 26. Estimates of the volume of books are based on Customs and Excise figures. Although these represent only a part of the total sales they show sales in the first quarter of 1969 of £770,500, compared with £722,000 for the whole of 1968. Mr. Philip Harris, director general of the Book Development Council, said that the Customs and Excise figures took no account of books exported by post or in parcels weighing under 10 pounds. Mr. Harris said that the industry's estimate of sales in Japan last year was £1.5 million and they regarded the Customs and Excise return as a valuable guide to the rate of growth. On this basis British publishers ought to be selling something like £3 million worth of books to Japan by the end of 1970.

The Book Development Council was half-way through the first year of a three-year campaign to open up the Japanese market, Mr. Harris said. One BNEC (Asia) supported mission had visited the country, representing the academic side; British Week in September, with its special exhibitions, had enormously increased interest; and by the end of the year they would have a permanent bookshop as part of the British Council's centre in Tokyo. In November publishers would be sending a second mission, this time covering the paperback and more general titles. This would immediately follow British Week and should gain from the general interest in Britain aroused in Japan by the event.

Anti-dumping action on alarm clocks

THE BOARD OF TRADE gave notice on November 22, 1968 that they were considering an application for the imposition, under the Customs Duties (Dumping and Subsidies) Acts, of anti-dumping duties on mechanical alarm clocks of a value less than 12 shillings c.i.f. each imported from the USSR, Poland, Hungary, Czechoslovakia and the People's Republic of China. The Board of Trade have completed their investigation of the case.

The Acts provide that in the case of imports from state-trading countries the fair market prices may be determined by reference to the price obtainable for comparable goods when exported to the United Kingdom from another country. The Board of Trade have established fair market prices, in accordance with these provisions, for alarm clocks from each of the countries concerned. These prices are higher than the c.i.f. values of imports in 1968 by amounts, varying according to country, between 2s. and 3s. 9d. per clock c.i.f. The Board are also satisfied that the imports of these alarm clocks at the prices ruling hitherto have been such as to cause material injury to the British industry and threaten further injury.

Following discussions with the countries concerned, the trading organizations of the USSR, Poland, Hungary and Czechoslovakia have raised their prices to the 'fair market' levels determined by the Board of Trade for all shipments entering the United Kingdom from July 4, 1969. The Board of Trade are therefore taking no further action on the application as regards imports from these countries.

The Board of Trade have also made an Order (The Anti-Dumping Duty (No. 1) Order 1969) imposing an anti-dumping duty of 2s. each on mechanical alarms clocks of a value less than 12s. c.i.f. originating in the People's Republic of China. This duty will bring the1968 c.i.f. import values to the fair market value established by the Board of Trade. The clocks fall under the heading 91.04(A)(2) of the Customs tariff. The Order provides for relief from this duty where imports are shown not to have been dumped or where the margin of dumping is shown to be less than the duty payable. The Order (SI 1969 No. 895) comes into force on July 4, 1969 and copies are available from HMSO, price 6d., by post 10d.

This is the first anti-dumping duty imposed under the new powers granted to the Board of Trade in the Customs Duties (Dumping and Subsidies) Amendment Act 1968* for establishing dumping in the case of imports from state-trading countries.

*Since consolidated in the Customs Duties (Dumping and Subsidies) Act 1969.

Sir Charles Trinder (left), Lord Mayor of London, presenting Mr. A. N. Elkes (right) chairman and managing director of Elkes Biscuits Ltd., with the Gold Medal Award for Export Achievements from the International Export Association in London on June 18. In the centre is Mr. I. J. Johannes, export sales manager, who stated that the company's trading figures to date showed an increase in turnover of 100 per cent over 1968 sales on which the Award was won. During the past year Mr. Johannes has made two round-the-world trips. The International Export Association has now issued more than 50 gold awards for export achievement.

Application for duties on imports of washing machines from Italy

THE BOARD OF TRADE gave notice on January 24, 1969 that they were considering an application under the Customs Duties (Dumping and Subsidies) Acts 1957 and 1968 – since consolidated into the Customs Duties (Dumping and Subsidies) Act 1969 – for the imposition of anti-dumping or countervailing duties on imports of electrically operated domestic clothes washing machines manufactured by Indesit S.p.A. of Italy.

The Board of Trade now announce that, after a full investigation, they are satisfied that these imports are not taking place at dumped prices.

As regards the allegations of subsidization, the Board have concluded that the Italian 'Customs' rebate of 45 lire per kilogram on exports of electrically operated domestic clothes washing machines to the United Kingdom contains an element of subsidy.

The Board are not, however, satisfied that the subsidy has caused, or threatens to cause, material injury to the British industry. The Board have accordingly decided that no case for action under the Customs Duties (Dumping and Subsidies) Act 1969 has been established.

The Italian Government and the British industry have, however, been informed that, if there were a material change in the situation – in particular, if the British industry were to begin producing automatic domestic clothes washing machines in a significantly cheaper price range than at present, in otherwise substantially unchanged circumstances – and if the British industry were to renew their application, the Board would then consider that the subsidy represented a threat of material injury to the British industry. It would also be open to the British industry to renew their application if price changes appeared to indicate dumping.

New standard for changes in wool fabrics

THE BRITISH STANDARDS Institution have published a new edition of BS 1955: *Determination of dimensional changes of wool-containing knitted fabrics during washing*, which contains a number of changes. Copies of BS 1955: 1969 may be obtained from the BSI Sales Branch at 101/113 Pentonville Road, London, N.1, price 8s. each (10s. including postage to non-subscribers).

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place during June in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions

Dalton, Barton and Company Limited, 61 Portland Place, London, W.1.

Merrill Lynch, Pierce, Fenner & Smith (Brokers & Dealers) Limited, Plantation House, Mincing Lane, London, E.C.3.

Wintex Finance and Discount Co. Limited, Imperial House, Dominion Street, London, E.C.2.

Exempted Dealers

Additions

Gerald Quin, Cope & Co.
Jean Camille Fleury

Malayan Banking Berhad, 6 Old Jewry, London, E.C.2.

The Vavasseur Trust Company Limited, 15 America Square, Crosswall, London, E.C.3.

Changes of Address

National Provincial Registrars Limited, National Westminster House, 326-333 High Holborn, London, W.C.1.

Natprobank Fixed Holdings Limited, National Westminster House, 326-333 High Holborn, London, W.C.1.

London and Manchester Assurance Company Limited, 50 Finsbury Square, London, E.C.2.

Authorized unit trust schemes

THE FOLLOWING amendments have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1969 Particulars of Dealers and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Morgan Grenfell Funds (Management) Limited, 91 Bishopsgate, London, E.C.2.	Morgan Grenfell Capital Fund.	Coutts & Co. 440 Strand, London, W.C.2.
Morgan Grenfell Funds (Management) Limited, 91 Bishopsgate, London, E.C.2.	Morgan Grenfell Insurance Agencies Fund.	Coutts & Co. 440 Strand, London, W.C.2.
Slater, Walker Trust Management Limited, Leith House, 47-57 Gresham Street, London, E.C.2.	Slater, Walker High Income Fund.	Westminster Bank Limited, 41 Lothbury, London, E.C.2.
Fordham Unit Trust Managers Limited 8 Upper Grosvenor Street, Park Lane, London, S.W.1.	The Fordham Growth Fund	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.
Fund Managers Limited, Greylaw House, Manor Road, Wallington, Surrey.	Surinvest Future Income Fund.	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.
Fund Managers Limited, Greylaw House, Manor Road, Wallington, Surrey.	Surinvest International Fund.	Midland Bank Executor and Trustee Company, Limited, Poultry, London, E.C.2.
Fund Managers Limited, Greylaw House, Manor Road, Wallington, Surrey.	Surinvest Raw Materials Fund.	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.

Changes:

The Royal Bank of Scotland Limited is now the Trustee of London Wall High Income Priority Units in place of Barclays Bank Limited.

The name of Hambros Investment Management Services Limited has been changed to Hambros Unit Trust Managers Limtied.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel,* 01-222 7877, *Ext.* 2479/2480).

Revised decimal minting programme announced

NEW RECOMMENDATIONS made by the Decimal Currency Board about the minting programme of decimal coins required for D Day, February 15, 1971 when Britain begins the changeover to decimal currency, have been accepted by the Government. This is announced by the Board in their Second Annual Report published on July 3 (Her Majesty's Stationery Office, price 6s. 6d., by post 6s. 10d.).

The report says that the Board, which made a provisional estimate of decimal coin requirements in 1967, put forward a reduced estimate that 4,150 million coins should be minted by D Day after obtaining the results of an operational research study of the problem. The study was commissioned by the Royal Mint with the support of the Board and was backed by a research survey which showed how coins circulate and where they are distributed within the system.

Training levy for the furniture and timber industry

MRS. BARBARA CASTLE, Secretary of State for Employment and Productivity, has approved proposals submitted by the Furniture and Timber Industry Training Board for a levy on employers within scope of the Board equal to 1.4 per cent of their payroll in the year ended April 5, 1969.

This is the effect of an Order (SI 1969 No. 820), made by Mrs. Castle and laid before Parliament on June 25, which came into operation on July 2. Provision is made for employers to appeal to independent tribunals against assessment.

The levy will be used to make grants to employers, for the training year ending July 31, 1969 for the in-company and external training of a wide range of occupations including managers, craftsmen, technicians, technologists, operatives, office workers, instructors, training officers, and supervisors. Grants are also available for the development of group training schemes, the establishment of training centres, and for approved surveys of training needs.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 23.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	Sodium chloroacetate	As in previous column	November 4, 1969	10696
29.24	Tetraethylammonium chloride	Tetraethylammonium chloride *monohydrate*	December 31, 1969	10697
29.31	Dithiocyanatomethane	Methylene dithiocyanate	December 31, 1969	13306

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts) 1956 and 1968

Additions and Amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between April 1 and June 30, 1969 is given below; the amendments are shown in italics.

'D' and 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at June 30, 1969 particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 62) on January 10, 1969.

Agreements referred to the Restrictive Practices Court

On April 10, 1959, there was published in the *Board of Trade Journal* (page 859) a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued, except those which had already been dealt with by the Court. Subsequent additions have been published at approximately quarterly intervals and the list given below headed 'Agreements referred to the Restrictive Practices Court' brings the position up to date as at June 30, 1969. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest, is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2. The agreements shown in square brackets have been abandoned after the issue of a Notice of Reference.

Agreements not to be referred to the Restrictive Practices Court

The Board of Trade may, on the representation of the Registrar, give directions discharging him, during their continuance in force, from the duty of referring an agreement to the Restrictive Practices Court. A further list is given below, headed as this paragraph is headed, of agreements in respect of which such directions have been given and are in force. These agreements are indicated in the index to the Register by the symbol 'B'.

Inspection of the Register

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements,
Chancery House, Chancery Lane, London, W.C.2.
9 Hope Street, Edinburgh, EH2 4EL.
21 Linenhall Street, Belfast, BT2 8BY.

The indexes to the Register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Additions and amendments to the Register

Registered No. of Agreements	Commodity
	A
3031	Advertising gifts, *add B.5/69.*
477	Analyt cal chemicals, *add D.3/69.*
	B
2301	Bacon pigs, *add E.4/70.*
2305	Bacon pigs *add E.4/70.*
3227	Bacon pigs E.4/70.
1610	Beer, spir ts, Scotland, F.2/66, *add C.5/69.*
578	Bituminous mastic asphalt (road surfacing), pitch mastic (road surfacing) *add D.3/69.*
3263	Bitum nous mastic asphalt, pitch mastic asphalt.
1059	Black and bright alloy bars, silver steel, stainless steel, F.9/65, *add C.10/68, 3/69.*
	C
3053	Coal bituminous, Scotland, *add D.5/69.*
1035	Coke oven by product recovery plant, gas works equipment, *add B.5/69.*
3151	Constructional stee work.
	D
3262	Decorating materials, paints, wall covering paints, wallpapers
	E
1645	Electric lamps, *add B.5/69.*
2423	Electric lamps, *add B.5/69*
2424	Electric lamps, *add B.5/69.*
2425	Electric lamps, *add B.5/69.*
2426	Electric lamps, *add B.5/69.*
2214	Engineering equipment, *add B.5/69.*
	F
3214	Fireworks
3166	Fishmeal
3069	Fruit, vegetables, F.5/67, *add C.3/69.*
3066	Fruit, vegetables, South Wales, F.1/68, *add C.11/68.*
	G
2793	Gas turbine driven electric generating plant, D.1/69.
3147	Gramophone records, record tapes, *add E.4/69.*
3226	Groceries, wines and spirits.
	H
482	Hairdressing and toilet equipment, *add B.5/69.*
990	Hotel equipment and supplies, *add F.5/69.*
	I
37	Indicating equipment, *add E.4/69.*
684	Indicating equipment, *add E.4/69.*
2859	Insulated electric cables, England and Wales, E.9/67, *add C.5/69.*
	J
970	Jute
	L
3163	Lace, Nottingham
275	Ladies hats, *add B.5/69.*
1279	Liquid cow's milk, London and suburbs F.9/58 *add B.5/69.*
	M
3259	Medicinal and pharmaceutical products.
3139	Millinery, *add D.6/69.*
1077	Motor vehicles accessories and components *add F. 12/66.*
	N
3225	Newspapers (Sunday).
3268	Newspapers (Sunday).
	R
1478	Raw cotton, Liverpool.
	S
3266	Ships stores, E.12/71.
1824	Skip plant mine car handling plant, *add D.12/68.*
114	Steel and light alloy drop forgings C.7/68, *add B.5/69.*
3141	Steel products.
	W
378	Who'esale texti es, *add B.5/69.*

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

'D' and 'F' Agreements

Registered No. of Agreement	Commodity	Area	D or F	Date
427	Analytical chemicals		D	March 1969
578	Bituminous mastic asphalt (road surfacing) pitch mastic (road surfacing)		D	March 1969
990	Hotel equipment and supplies		F	May 1969
1077	Motor vehicles accessories and components		F	December 1966
1824	Skip plant mine car handling plant		D	December 1968
2793	Gas turbine driven electric generating plant		D	January 1969
3053	Coal bituminous	Scotland	D	May 1969
3139	Millinery		D	June 1969

Agreements referred to the Restrictive Practices Court

Registered No. of Agreement	Commodity
3148	Carbonized wool

Agreements not to be referred to the Restrictive Practices Court

Registered No. of Agreement	Commodity
3031	Advertising gifts
1035	Coke oven by product recovery plant, gas works equipment.
1645	Electric lamps.
2423	Electric lamps.
2424	Electric lamps.
2425	Electric lamps.
2426	Electric lamps.
2214	Engineering equipment.
482	Hairdressing and toilet equipment.
275	Ladies hats.
1279	Liquid cow's milk, London and Suburbs.
114	Steel and light alloy drop forgings.
378	Wholesale textiles.

New agreement between British Travel Association and Irish Tourist Board

THE BRITISH Travel Association and the Irish Tourist Board (Bord Failte Eireann) announced on July 1 new measures of co-operation between them for the promotion of travel from Australia to Britain and Ireland. The Irish Tourist Board does not have its own office in Australia. The British Travel Association, with offices in Sydney and in Melbourne, will now also provide office service there for the Irish Tourist Board – Bord Failte – and will carry out the promotion of Britain and Ireland as a joint travel destination.

A British Travel Association spokesman said the new arrangement, which had the full agreement of the Northern Ireland Tourist Board, had been reached because it was known that many Australian visitors to Britain also wanted to go to Ireland, and vice versa. The new co-operative measures were also welcomed by a spokesman for the Irish Tourist Board who pointed out that the new arrangements which were an addition to the Irish Tourist Board's present promotional activities in Australia would be advantageous to both sides.

BTA TV service to London hotels now has audience of more than one million

'WELCOME TELEVISION' – the British Travel Association's daily TV service to London hotels – celebrates its third birthday this month with the expansion of its network to the London Hilton. The London Hilton brings the number of hotels in the closed-circuit network to 15, providing a total of some 5,500 bedroom sets and an annual audience of more than one million for the 'Welcome Television' programmes.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act. 1949 the following Patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-Matter
	June 9, 1969	
1,065,344	Leonard Gordon Davies	Improvements in resilient couplings.
	June 10, 1969	
890,426	The Dow Chemical Company	Process for dispersing ammonium bromide in resins.
905,563	Standard Telephones & Cables Ltd.	Apparatus for the interconversion of electrical energy and heat.
907,519	Standard Telephones & Cables Ltd.	A sealed magnetic contact device.
1,082,642	Coal Industry (Patents) Limited	Electrically conductive resistance element.
	June 11, 1969	
892,293	Standard Telephones & Cables Ltd.	Optical filters.
926,797	Standard Telephones & Cables Ltd.	Low temperature communications systems.
928,145	Standard Telephones & Cables Ltd.	A sealed magnetic contact device.
946,628	Standard Telephones & Cables Ltd.	Electromagnetic relays.
966,936	Standard Telephones & Cables Ltd.	Adjustable inductor.
974,850	Standard Telephones & Cables Ltd.	Speech recognition system.
976,687	Standard Telephones & Cables Ltd.	Digital voltage measuring apparatus.
1,003,256	Standard Telephones & Cables Ltd.	Moving coil microphones.
1,022,323	Standard Telephones & Cables Ltd.	Light modulating apparatus.
1,032,426	Standard Telephones & Cables Ltd.	Electric switching-device.
1,040,488	Standard Telephones & Cables Ltd.	Current discriminator circuit.
1,078,302	Standard Telephones & Cables Ltd.	Traffic routing control arrangement.
1,098,866	Standard Telephones & Cables Ltd.	Sealed magnetic contact device.
1,113,449	RIV-SKF Officine di Villar Peros a S.p.A.	Sealing means for ball or roller bearings.
1,142,981	Chinoin Gyogyszer-Es Vegyeszeli-Termekek Gyara RT.	Phenylisopropylamine derivatives.
	June 17, 1969	
875,247	Standard Telephones & Cables Ltd.	Transistor relay circuit.
955,988	Regie Nationale des Usines Renault	Valve tappets of internal combustion engines.
966,175	Creed & Company Limited	Telegraph transmitters.
969,503	Standard Telephones & Cables Ltd.	Apparatus for the interconversion of electrical energy and heat.
982,825	Standard Telephones & Cables Ltd.	Class of service telephone system.
983,105	Standard Telephones & Cables Ltd.	Thermonic converter.
1,030,295	Societe pour l'Exploitation des Procedes ab-der-Halden.	Tabulous furnace for heating fluids.
1,069,533	Gevaert-Agfa N.V.	1-fluoroalkyl-2-pyrazoline-5-one colour couplers.
1,091,309	Compagnie d'Etudes et de Realisations de Cybernetique Industrielle.	Device for detecting the length of a product.
1,104,291	Eric Wesley Edwards	Vending machine.
1,126,795	Bureau d'Etudes Scientifique et Techniques.	Apparatus for detecting or measuring fluid flow rate.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement of Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT
Comptroller

Patent Office

Cancellation of Patents of Right

Proceedings under section 36 of the Patents Act, 1949

Notice is hereby given that the endorsement 'Licences of Right' upon the undermentioned Patent was cancelled on June 11, 1969.

Number	Grantee	Subject-Matter
969,114	Philco Corporation	Foam plastic structures.

INTERNATIONAL TRADE CENTRE - TRAINING FACILITIES

The International Trade Centre UNCTAD/GATT helps developing countries in the field of export promotion. Among its many activities is that of the training of developing countries' nominees in the techniques of export promotion. Through courses held at its headquarters in Geneva or made available to it nationally by developed countries including the United Kingdom, the Centre hopes to arrange for training to be given to some 250 nominees of developing countries during the year 1968.

For further information write or phone the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Aviation and Shipping

United Kingdom appointments to International Civil Aviation Organization

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Air Vice-Marshal J. B. Russell to be the United Kingdom representative on the Council of the International Civil Aviation Organization in Montreal in succession to Mr. R. S. S. Dickinson, who is retiring in August.

The President of the Board of Trade has nominated Mr. N. V. Lindemere to be a member of the Air Navigation Commission of ICAO in Montreal in succession to Mr. R. J. Broughton, who is returning in July this year to take up an appointment in the Board of Trade.

Mr. William Rodgers, Minister of State, Board of Trade (second from right, back row) recently visited International Aeradio Limited at Southall. Photograph shows Mr. Rodgers watching students taking part in an exercise on the IAL ATC Simulator in the IAL School of Air Traffic Control. On Mr. Rodgers' right is Mr. Keith Granville, chairman of IAL and managing director of BOAC.

New aircraft accident investigation regulations

REVISED REGULATIONS governing investigations into aircraft accidents came into force on July 1. These include the introduction of an appeals procedure and a definition of the purpose of an aircraft accident investigation.

The new regulations state that the main purpose of aircraft accident investigations shall be to determine the causes and circumstances of an accident with a view to avoiding accidents in the future rather than to ascribe blame to any person. Though accident investigations have long been conducted in accordance with this principle, this requirement has not hitherto been written into the regulations.

The regulations also introduce a new procedure requiring an inspector to give notice of his findings and conclusions to persons affected by them and to consider any representations by such persons. Provision is also made for persons directly interested to challenge the findings and conclusions of the Inspector, prior to publication of his report, before an independent tribunal appointed for the purpose by the Lord Chancellor.

The new regulations, the Civil Aviation (Investigation of Accidents) Regulations, 1969 (SI 1969 No. 833) revise and revoke earlier regulations made in 1951. They take into account, amongst other things, the recommendations of the Cairns Committee, published in 1961, on the United Kingdom law and practice governing aircraft accident investigations.

Copies of these new regulations are available from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.2, and branches, price 1s. 2d. (by post from Her Majesty's Stationery Office, PO Box 569, London, S.E.1, price 2s. 1d.).

Parliamentary answers on aviation and shipping

FRIDAY, JUNE 27

British ships in Spanish ports

Answering a request to publish in the Official Report the figures in oil tonnage and monetary value for oil bunkering in Spanish ports by British ships for the last convenient period available, Mr. William Rodgers, Minister of State, Board of Trade, said The value in 1966, the last year for which figures were available, was £112,000; the corresponding tonnage was not exactly known.

Government civil aviation departments

Mr. Rodgers was asked what machinery of consultation existed between the Civil Aviation Department of the Board of Trade, the Ministry of Technology and the Ministry of Defence on matters relating to air traffic control, Mr. W. Rodgers replied: 'The Controllerate of National Air Traffic Control Services is a joint civil/military organization and the Controller is responsible to my right hon. Friends the President of the Board of Trade and the Secretary of State for Defence. The three Departments referred to in the question provide the members of the Air Traffic Control Board and participate in the work of the Civil Aviation Control Advisory Committee. The Board of Trade and the Ministry of Defence are each represented at Eurocontrol, and my hon. Friend the Under Secretary of State for the Royal Air Force and I are members of the Permanent Commission of that Organization. There are of course continual consultations between the three Departments at all levels through the normal channels. No decision to change the present arrangements has been made.'

MONDAY, JUNE 30

Third London Airport

A Member asked if the President of the Board of Trade would take steps to decentralize air transport and to develop airports in Scotland and municipal airports in England and Wales so as to avoid the expense of setting up a third London airport. Mr. William Rodgers answered that a third London airport would be necessary in any event to meet rapidly increasing traffic. 'I agree, however, there is much to be said for the growth of international services from airports outside the London area.' He continued, 'We shall bear this in mind in our review of civil aviation policy following the publication of the Edwards Report.'

WEDNESDAY, JULY 2

Holland-Martin report on trawler safety

Asked to make a statement upon the findings of the Holland-Martin Committee upon safety of the trawling industry, Mr. Anthony Crosland, President of the Board of Trade, said he expected publication towards the end of July.

Air services between Scotland and Scandinavia

Answering a request for a statement about the proposed fare structure for Loganair services between Scotland and Scandinavia, Mr.

Rodgers said: 'I hope that agreement will be reached in due course to establish a fare for direct flights between Aberdeen and Stavangar, which will permit Loganair also to charge less from Glasgow.'

Oil pollution

A Member asked which parts of the coast of Great Britain had been the victims of spoliation by oil discharges from shipping in the last three years; how many and which ships had been identified as responsible for each of these discharges; what steps had been taken against the owners of these ships; and with what result in penalties and in compensation to the relevant local and other authorities and persons affected. Mr. Rodgers said pollution had occurred in a number of harbours and coastal areas, particularly in the South West, the South and South East. In areas outside harbours it was rarely possible to identify its source. The Board of Trade had prosecuted the masters of the 'Australis' and the 'Adi Jayanti'. Fines of £150 and £500 respectively were imposed. Harbour authorities had undertaken many prosecutions in this period and substantial fines had been imposed.

THURSDAY, JULY 3

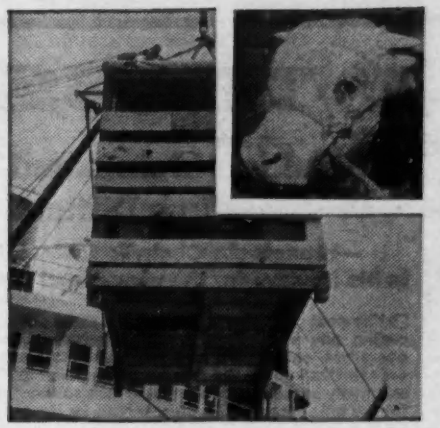
Aircraft noise

Mr. Rodgers was asked what had been the increase in noise as measured in decibels at maximum and minimum times of activity at London Airport over the period 1959 to 1969. He said that with the rapid growth of jet traffic the average noisiness of the aircraft using Heathrow had increased by some five perceived noise decibels since 1959 when taking off and some 6 PNdB when landing. At busy periods the number of aircraft was about twice what it was in 1959, which increased the disturbance, in terms of the Noise and Number Index, by some 4.5 NNI. The overall effect was thus an increase in average disturbance of some 10 NNI. Data for periods of minimum activity was not collected.

Humber Pilot Steam Cutter Company

Answering questions on the Humber Pilot Steam Cutter Company in the light of the effect of official trade dispute on the company's vessels, the President said: 'I am aware of the difficulties which the official strike of some members of the crew of the Pilot Cutter "Frank Atkinson" have caused to the pilotage service in the Humber. However, adequate pilotage services are being maintained. My right hon. Friend The Secretary of State for Employment and Productivity has offered the conciliation services of her Department to the parties to the dispute.'

Board of Trade surveyors had been in contact with the master of the 'Frank Atkinson' on the best method of mooring the vessel. The President said he had ordered inquiries to be made into this question and also into the circumstances in which the vessel ran aground.



The Elder Dempster cargo liner 'Fourah Bay' loaded in Liverpool recently a pedigree Hereford bull destined for an experimental/ demonstration farm in Zaria, Northern Nigeria. The bull, 'Bodenham Fodder', weighing 600 lbs. is 14 months old and was bred by J. Weyman Jones & Son, Bodenham Court, Hereford. It will be used for stud purposes at the Zaria farm where previously artificial insemination was used in breeding.

AUTOMATIC PICTURE TRANSMISSION FOR NEW ZEALAND

A Hawker Siddeley Dynamics automatic picture transmission receiving system similar to the ones ordered by the New Zealand Department of Civil Aviation. The equipment pictured has been supplied to the British Meteorological Office.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, W.C.2 (Tel. 01-405 3422).

Research Activities of the Marine Sciences Centre, McGill University, Montreal, Canada, by M. D. Ashton. 3 pages. *UKSM Report No.* 69/39. Research activities of the Marine Sciences Centre of McGill University, which are described in this report, include studies of the oceanography and meteorology of the Arctic Archipelago and Ocean, of ice drift and suspended matter movement in the Gulf of St. Lawrence, and the effects of heavy metal pollution upon fish.

Research Activities of the Materials Research Laboratory of Pennsylvania State University, by M. D. Ashton. 4 pages. *UKSM Report No.* 69/40. A very wide range of materials reseach is being undertaken at Pennsylvania State University. Projects seen during a recent visit include investigations of ferroelectric materials, of carbon, of glasses containing dissolved gases, and of materials involved in solid state bioscience. Investigations centred around the development of a laser-mass spectrometer are also being carried out.

The Growing Market for Non-Woven Fabrics, by M. D. Ashton. 3 pages. *UKSM Report No.* 69/41. Non-woven fabrics represent a development which originated fairly recently in the textile industry and has since been taken up by companies in the chemical, paper and polymer industries. This report discusses the approaches of the different industries to non-woven fabric production and describes current and potential markets for non-wovens; both as disposable and as non-disposable items. Examples are given of the types of applications for which they are being used.

The US Arctic Research Programme, by H. K. Bourne. 12 pages. *UKSM Report No.* 69/42. Research in the Arctic is carried out by the Office of Naval Research and the Arctic Institute of North America. Arctic research has been stimulated by the need for knowledge of the environment in view of the recent discoveries of oil. Atmospheric physicists are also concerned with polar regions due to their important effect on the world's climate. The arctic terrain provides unique opportunities for ecological, biological and geological research. This report described some of the research being conducted in the Arctic.

Some Problems of Waste Disposal in the Food Processing Industry, by M. D. Ashton. 4 pages. *UKSM Report No.* 69/43. Some implications of the 1965 Water Quality Act for small scale food processors in the United States and methods of dealing with their waste problems were discussed at a recent conference which was held at Pennsylvania State University. Remarks of members of a panel on food industry waste problems are summarized in this report.

Overseas Newsletter No. 12, May 1969. 5 pages. This issue covers reports from United Kingdom Scientific Counsellors abroad received between February and April 1969.

Sir Richard Smeeton

Sir Richard Smeeton, director of the Society of British Aerospace Company Ltd., was incorrectly described in a caption on page 1750 of the *Board of Trade Journal* of June 25 as Sir Richardson Smeeton.

WHESSOE

"Position Maintained in a Difficult Year,"

—reports the Chairman, Mr. John H. Lord, in his Review for the year ended 29th March, 1969.

☐ The past year was undoubtedly a more difficult year than the preceding one but full co-operation between management, staff and operatives contributed to a maintained operating profit. Whilst the order intake early in the year was disappointing, the position improved materially in the last quarter, so much so that the Group order intake for the full year was 35% greater than for the preceding year.

Heavy Engineering

☐ In the Heavy Engineering Sub-Group 62% of the total orders obtained during the year were for export. In nuclear work Whessoe was engaged on all four nuclear power stations currently building in the United Kingdom. Despite a shortage of work in some areas, the Sub-Group contributed £936,000 to Group profits.

☐ Whessoe Stockton Works Limited has surmounted many difficulties and achieved an order intake in excess of £4M, the highest level for many years. This commendable performance came much too late in the year to prevent a substantial loss (£368,000 after tax allowances) being made and this, as announced earlier, has been set against reserves.

Light Engineering

☐ The Light Engineering Sub-Group achieved record results and, following an increase in orders of 22% in 1967/68, a further increase of 32% was achieved in 1968/69. Further expansion is planned, both in home and overseas markets. The Sub-Group profit was £136,000.

General Engineering Projects

☐ The Sub-Group had a difficult year resulting from shortage of orders, but made a profit of £17,000 compared with a loss of £41,000 in the previous year. The order intake improved in the last few months of the year.

Precision Engineering

☐ This Sub-Group has expanded both internally and by acquisition, and further expansion is being actively pursued. The Sub-Group contributed £59,000 to Group profits.

Alton & Co. Ltd.

☐ This Sub-Group has sought to meet the fall-off in pipework for power stations by expanding and developing its water distillation and desalination activities, together with the development of its fluid mixer division. The orders taken for the water and mixer divisions totalled 28% of the year's order intake, and overseas business in these specialised products is being materially increased. The Sub-Group earned a slightly higher profit of £492,000 on a much higher turnover.

Prospects

☐ In the face of current economic conditions which have worsened since last year we cannot see 1969/70 as being other than a difficult year in profitability and in financing expansion. Your Board cannot do other than suppose that the present financial and economic conditions are transitory, and believe that the following years should yield an improvement resulting from plans for a resumption of the growth achieved in the past few years.

Salient Figures	1969	1968
	£000	£000
Group Net Assets	11,946	8,465
Operating Profit (after depreciation £476,000 1968—£520,000)	1,640	1,627
Deduct: Interest Charges	390	347
Group Profit before taxation	1,250	1,280
Taxation	568	593
Dividends	501	495
Retained in the business	180	196

Copies of the report and accounts may be obtained from The Secretary, Whessoe Limited, Darlington, Co. Durham.

Advertisements of Company Meetings

STEEL BROTHERS

AND COMPANY LIMITED

THE 78th Annual General Meeting will be held on July 24, 1969, in London. The following is an extract from the statement by the Chairman, Mr. W. F. G. Salkeld:

Consolidated profits from trading and investments after taxation amounted to £576,545, including transitional overspill relief of £62,000.

Your Board has had under consideration for some years the modernization of your Company's capital structure and also proposes to seek a quotation for the Company's Deferred Ordinary Shares. Arrangements are now in train and it is hoped that both objectives will be achieved within the next 12 months.

A major step at the end of 1968 was the transfer to Dorking of main administration and such Departments as do not require to be in London.

At Dorking we have acquired from a Subsidiary the Sondes Place and Milton Heath properties less than one mile from centre of Dorking town and converted these into comfortable offices with ample room for expansion.

AUSTRALIA

In addition to the acquisition of the road haulage Company, **Cornelius Nayler Transport Pty. Ltd.** referred to last year, **Spinney's (1948) Ltd.** have during 1968 acquired **C. H. Severin & Sons Pty. Ltd.**, a business engaged in general contracting, earth moving, etc. Suitable opportunities for further expansion are being sought and we have arranged to acquire with effect from July, at 76 per cent interest in the **Houlahan Group** of Perth Western Australia.

CANADA

Further progress was made in 1968 in the development of our Canadian interests and the future potential of the areas in which we operate is such that we can look with confidence to sustain profitable growth in both the short and long terms.

First full year of the new Lime Plant resulted in a wide acceptance of our product and outlook remains good. Our Sand and Gravel and Building Supply divisions continued to make good progress.

INDIA

The Indo-Burma Petroleum Co. Ltd.: With somewhat improved supply of products in 1968 profits were well maintained and the same dividend of 15 per cent is being paid as in 1967.

MIDDLE EAST

Spinney's (1948) Ltd.: Once again I have to report good results from this subsidiary, which is now trading in some 12 States.

PAKISTAN

Due to import restrictions, activities in both Wings have been on a reduced scale and do not show a return commensurate with the capital involved. Further measures are envisaged to resolve this position.

UNITED KINGDOM

The recent reorganization has had the desired effect on **Carbutt & Co. (1928) Ltd.**, and its subsidiary **Walter Holmes Ltd.**, and they had a profitable year. We believe we can look for steadily increasing profits from **Yorkshire Agricultural Driers Ltd.** and although **Sondes Place Research Laboratories Ltd.** has not yet reached a profit-making position the reorganization referred to last year continues. **H. G. Sanders & Son Ltd.** has had an excellent year and **Spire Homes Ltd.** has also made a satisfactory profit.

1968 has been a successful and profitable year for our **Insurance Group**, having had the benefit of a full year's trading of most of the subsidiaries and also from the expansion of our Marine Department in London. Opportunities for expansion in the United Kingdom and overseas continue to be sought.

PROSPECTS continue to be good and we look forward to a satisfactory year.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

MONDAY, JUNE 23

Enzyme washing powders

Lord Brown, Minister of State, Board of Trade, was asked what Government action was being taken to safeguard the health of workers in factories making enzyme washing powders. 'The risk to workers exposed to enzyme washing powders is that the material can cause both skin reaction and acute illness,' answered Lord Brown. 'There is also some evidence that inhalation of enzyme material may lead to impairment of lung function. Her Majesty's Factory Inspectorate has been in close touch with this problem since the early stages of production in this country. Medical inspectors have visited the factories concerned and at one factory have made a detailed survey of workers which has been followed up. The need for the higher standard of environmental control has been stressed to all the companies concerned. New methods of manufacture and handling have probably greatly reduced the risk, but it is necessary to be sure that this is the case. The Chief Inspector of Factories has invited all companies concerned to a meeting as a matter of urgency. It is hoped that they will share their medical knowledge and experience.'

FRIDAY, JUNE 27

Imports of cigars

Mr. Edmund Dell, Minister of State, Board of Trade was asked to publish in the Official Report a table showing the United Kingdom imports of cigars by countries in 1966, 1967 and 1969, stating the quantities and values from each country. He said detailed figures of imports of cigars (including cheroots) for the years 1966 and 1967 were available in Volume II of the Annual Statement of Trade. The information for 1968 is:

	Thous. lb.	£'000 c.i.f.
Jamaica	29	137
Netherlands	613	1,755
Switzerland	63	114
United States	46	76
Cuba	110	663
Other countries	27	52
TOTAL	888	2,797

Economic effects of advertising

Answering a request for a statement on the investigations carried out by the Board of Trade on the economic effects of advertising on price levels in the field of retail distribution, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said 'The Board have conducted no investigations into this subject generally, though they have considered the effects of advertising on particular price levels.'

Advertising of detergents

Answering a suggestion that he should institute an inquiry into the retail price, manufacturing costs, research expenditure and the amount spent on advertising of detergents and associated articles in the light of his decision to allow detergent manufacturers to increase their prices, Mr. Anthony Crosland, President of the Board of Trade, said 'No. I have already taken into account factors of the type referred to by my hon. Friend in deciding to raise no objection to the proposals by Unilever to increase the prices of certain of their household detergents. I would consider the same factors in examining any other proposals under the voluntary early warning arrangements.'

Industrial development

Mrs Dunwoody answered questions on industrial development in Cardiff.

MONDAY, JUNE 30

The Northumberland Report

'Discussions with the Argentine Republic on matters arising from the Government's decisions on Part I of the Report of the Committee of Inquiry on Foot-and-Mouth Disease are continuing,' said Mrs. Dunwoody, answering a question on representations from the Government of the Argentine Republic on the effects of Anglo-Argentine trade of the implementation of the proposals in the Northumberland Report.

Export of live calves

Mr. Dell was asked how many live calves had been exported from the United Kingdom during each of the last five months; and what were the corresponding figures for 1968 and 1967. He answered that figures for this year were given on page 112 of the monthly Overseas Trade Accounts. Calves were not separately distinguished in the trade statistics in earlier years but, according to the Ministry of Agriculture, Fisheries and Food, there were no exports in the corresponding months of 1967 and 1968.

Tourist boards of UK

Replying to a question on the number of members of the Tourist Boards of the United Kindom and the British Travel Association, respectively, who had attended conferences abroad at the public expense or with the assistance of the Board of Trade, Mrs. Dunwoody said the Northern Ireland Tourist Board was the responsibility of the Government of Northern Ireland. In the past three years only one member of the British Travel Association and the existing voluntary Scottish and Wales Tourists Boards had attended a conference abroad at public expense or with the assistance of the Board of Trade. A member of the Board of BTA attended a conference on transatlantic travel organized by the European Travel Commission in Amsterdam in March 1969.

Industrial development

Mrs. Dunwoody answered questions on industrial development in Wales.

Foreign travel allowance

A debate took place on the foreign travel allowance (£50 limit) and is reported in *Hansard* (cols. 48 to 97).

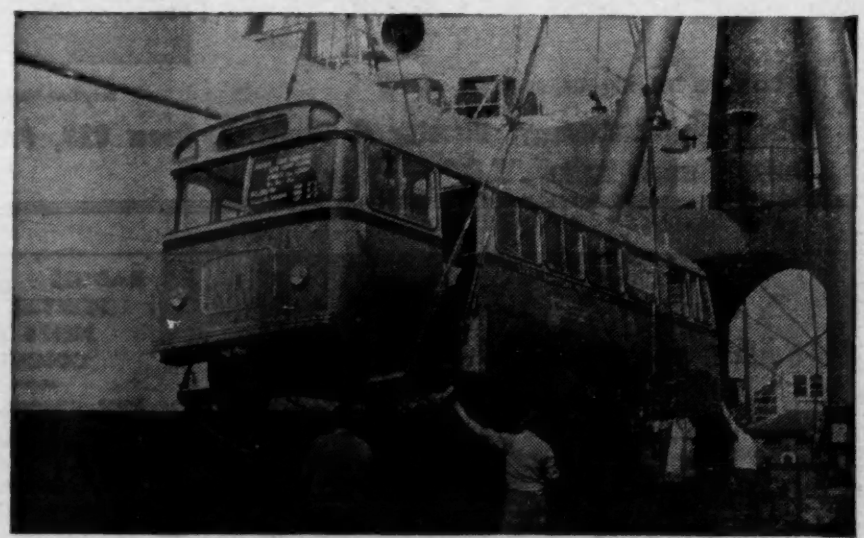
Monopolies Commission

The debate on the Monopolies Commission is reported in *Hansard* (cols. 98 to 104).

WEDNESDAY, JULY 2

Conferences in Europe

Mrs. Dunwoody was asked to publish details of the services available from the Board of Trade Department for younger business men and trade unionists who wished to arrange conferences, meetings and seminars in cities in member states of the European Economic Community where British Weeks are held. Mrs. Dunwoody said interested parties should get in touch with the Export Council for Europe of the British National Export Council.



Against international competition Duple Group Sales have received orders approaching £250,000 for the supply of single-deck Service bus bodywork to West Africa. Shown, loading at the Docks, is the first of ten buses supplied to the Ghana Transport Corporation for their operation in Northern Ghana.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery 10 a.m. to 1 p.m. Saturdays.

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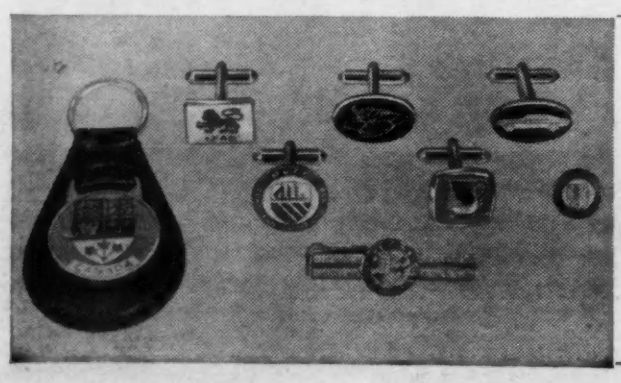

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Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
July 22 to 24	Miscellaneous stores	The Lido Ballroom, Winchester, Hants	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)

Miscellaneous wireless valves and wireless equipment; portable water pumps; generating sets; electric motors and blowers; ventilating fans; Omega, Le Coultre and Longine wrist watches; pocket watches; prismatic binoculars; telescopes; bulk liquid containers; fibre glass containers; wooden boxes; air compressors; 19RB conversion sets; photographic equipment; steel drums; machines tools including vertical and radial drills; lining and grinding machines; centre lathes; shapers; presses; wood-working band saws, planes and lathes; circular saws; bench, tool and surface grinders; engravers; coil winding machines; spot welder, etc.; clothing; furniture; textiles and miscellaneous stores.

July 30	Miscellaneous stores	Auctioneers' Premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292.)

Plant and machinery; tinplate boxes and containers; motor generators; electric valves; miscellaneous wireless, radar and electronic equipment; vehicle spares; clothing; textiles; large assortment of miscellaneous stores and equipment.

August 5 and 6	Miscellaneous stores and equipment	Central Ordnance Depot, Bicester, Oxon	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073.)

Perkins P4 and P6 machine and engine spares; Parker and Winget concrete mixers; Warsop power packs; air pump compressors; storehouse trucks; centrifugal pumps; paint sprayers; fork lift trucks; 5-ton portable runways; zinc sheets; miscellaneous machine spares; motor vehicle spares; mule and horse shoes; 15 cwt. platform hoists; miscellaneous caterpillar and tractor spares; electronic valves; electrical copper wire; electrical equipment and spares; wireless radar and electronic equipment; cap badges (various); tyres and inner tubes; scrap rubber; scrap textiles; cotton shirts; officers' coats; cotton jackets and trousers; footless stockings; men's white drawers; men's raincoats and greatcoats; poplin, twill and cotton cloth; white and black ribbon and cotton; No. 1 dress trousers; battle dress trousers and blouses; large assortment of miscellaneous stores and equipment.

August 19	Miscellaneous stores	Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH. (Tel. 0532-20898.)

Brockhouse 900-gallon trailers; GPO rectifiers; 15 tons mixed rags; spark plug cleaning machine; chain saws; tyre inflation plant; electronic valves; anti-gas ointment; ankle boots; shoes; greatcoats; trousers; office and household furniture; kitchenware; large assortment miscellaneous stores and equipment.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,796	1958	1963 21,788	1963 20,195	1963 20,195	1966 11,372	1963 4,917	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	128	107	107	103	..	116	113	119	124	113	665	411	91	50
1965	108	132	115	114	105	..	121	124	118	127	119	418	262	49	45
1966	110	133	121	120	107	100	124	128	113	128	125	247	147	19	6
1967	111	133	125	126	109	101	132	124	121	138	143	155	–39	10	11
1968	114	139	133	134	112	104	137	128	134	147	143	191	–47	75	95
1967															
1st quarter	112	132	122	123	107	100	129	124	118	133	138	84	26	– 2	15
2nd quarter	111	133	124	124	108	100	135	131	127	139	141	43	–10	1	15
3rd quarter	111	133	127	126	110	102	134	122	120	143	147	–40	–25	–10	–21
4th quarter	111	135	128	129	112	104	132	120	119	139	146	68	–30	22	2
1968															
1st quarter	114	137	131	134	115	105	137	120	131	145	149	–68	–100	5	49
2nd quarter	112	138	133	130	108	102	134	120	125	150	141	65	24	22	1
3rd quarter	114	140	134	134	111	103	136	128	134	147	139	42	7	10	5
4th quarter	117	142	135	137	113	104	141	144	146	144	142	152	23	38	40
1969															
1st quarter		141				102		121	128				125	– 7	13
1969															
January		141				104									
February		141				101									
March		141				102									
April		141 p				104									
May						103									

	Orders		Prices and Costs				Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries orders on hand (end period)	Retail price index		Wholesale price index: non-food manufacturing industry		Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1958 prices		Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†	Basic hourly wage rates (all industries and services)	Mid-month or monthly average		Quarter or quarterly average	At current prices	
Base of index £m. in base year	Dec. 1958	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	162	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	–399
1965	165	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	– 91
1966	154	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	5
1967	143	114	119·4	2·5	108·4	108·2	175·3	515	175	24,475	129	119	–399
1968	143	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	–419
1967													
2nd quarter	148	104	119·6	2·6	105·1	107·5	172·8	508	168	24,495	128	122	–107
3rd quarter	146	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	– 21
4th quarter	143	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	–290
1968													
1st quarter	142	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	–135
2nd quarter	138	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	–134
3rd quarter	138	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 73
4th quarter	143	129	127·2	5·6	120·4	113·1	191·0	533	210	24,309	163	155	– 77
1969													
1st quarter	151	134 p	129·7	6·2	122·3	114·1	194·6	499	206		162	154	– 20
2nd quarter								527	195				
1969													
January	146	130 p	129·1	6·2	122·0	113·7	194·2	506	208		156	159	
February	149	133 p	129·8	6·2	122·3	114·1	194·7	487	208		158	149	
March	151	134 p	130·3	6·3	122·7	114·4	195·0	504	203		163	155	
April	153 p	134 p	131·7	5·5	123·7 p	114·6 p	195·1	519	199		166	154	
May			131·5	5·3	123·9 p	114·8 p	195·4	518	196		166	162	
June								543	191				

† Not seasonally adjusted.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for May

THE IMPORT UNIT value index rose by a point in May. There was a smaller rise in the export index. The terms of trade fell but not enough to change the rounded index.

Import unit values have risen significantly this year and May was the third successive month in which the index rose by 1 per cent. The main increases have been in the indices for basic materials and manufactured goods (mainly in semi-manufactures) and these have been partly offset by a decrease in the index for fuels. In May itself, the rise in prices for metals, particularly copper, accounted for a large part of the increase in the unit value index for manufactured goods, while timber price rises contributed most to the rise in the index for basic materials. Seasonal price increases in vegetables were counter balanced by a fall in tobacco prices and as a result the rounded index for food, beverages and tobacco was unchanged.

The export unit value index has shown little if any further rise this year. It rose slightly in May, the increase coming from non-manufactures, in particular non-manufactured textiles which rose

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	102	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	106	126	113	115	130	128	128	102
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
3rd quarter	121	120	108	108	135	123	107	126	113	115	133	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	132	132	129	103
4th quarter	123	122	110	106	137	126	108	129	116	117	131	132	130	102
1969 1st quarter	124	123	112	104	138	127	110	130	117	120	134	133	130	103
1968 January	119	120	102	107	132	120	103	122	109	122	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July	122	120	109	108	135	125	107	128	115	116	132	132	129	103
August	122	120	109	107	136	125	107	128	115	116	132	132	129	103
September	123	121	110	107	137	125	107	128	115	116	132	132	129	102
October	123	122	110	106	137	125	107	128	116	117	132	132	129	102
November	123	122	110	106	136	126	108	129	116	117	131	132	129	103
December	124	123	111	105	138	126	108	129	115	117	131	133	131	102
1969 January	124	123	111	105	138	127	110	130	117	120	133	133	130	103
February	123	123	112	104	137	127	109	130	117	119	134	133	130	103
March	124	122	113	103	138	128	111	130	117	120	135	133	130	103
April	125	124	114	103	139	127	111	130	117	121	134	133	130	102
May	126	124	116	101	141	127	112	130	118	122	135	132	131	102

† Export Unit Value Index as a percentage of the Import Unit Value Index.

(*Continued on next page*)

by nearly 2 per cent. There were some increases in the unit value indices for manufactured goods, with manufactures of metal goods showing the sharpest rises, but the index for machinery and transport equipment fell and the net effect was to leave the index for total manufactured goods unchanged.

The seasonally adjusted volume index for imports (excluding United States Military Aircraft) eased back in May, with the return to a more normal level of arrivals from the United States following the end of the dock strikes there. Over the first five months of the year the import volume was a little lower than the rate in the second half of last year.

The seasonally adjusted volume index of exports rose by 3½ per cent in May, reflecting in part a recovery in shipments to the United States after the strikes. Over the first five months of the year the volume was marginally higher than the rate in the second half of last year.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	165	168	119	131	118	148	94	108	112	136
1968	146	107	111	176	195	136	151	135	169	109	120	129	158
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter	144	104	112	186	189	134	139	134	174	105	121	130	147
3rd quarter	143	102	114	175	191	132	154	130	165	108	115	119	167
4th quarter	147	110	111	180	196	143	168	140	169	118	124	132	169
1969 1st quarter	148	106	109	198	198	136	136	137	166	111	112	131	175
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	157
July	154	108	120	191	209	139	149	139	163	113	123	136	159
August	143	100	118	171	191	129	157	126	155	102	115	111	176
September	132	96	103	163	175	129	157	125	175	107	106	111	164
October	156	119	116	196	206	135	157	133	159	112	115	122	177
November	149	111	106	162	209	158	184	155	183	126	143	146	189
December	137	100	111	182	175	136	163	132	165	116	114	130	139
1969 January	159	114	123	211	206	139	141	140	166	114	115	134	176
February	138	95	100	189	189	130	132	131	164	106	106	123	165
March	148	110	105	194	201	139	134	142	168	112	115	135	183
April	152	113	107	188	209	143	152	143	182	112	115	135	186
May	155	102	108	192	227	157	163	158	195	132	133	163	154

(Tables continued on next page)

UNIT VALUE AND VOLUME INDEX NUMBERS, *continued*

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	125	843	86	65	123	428	141
1967 1st quarter	132	132	105	97	172	165	164	129	142	127	157	103	118	121	144
2nd quarter	134	133	108	102	158	170	166	123	136	122	157	97	113	116	135
3rd quarter	128	126	102	102	153	159	157	119	130	119	147	90	110	112	141
4th quarter	135	134	102	105	181	175	172	106	117	105	133	85	93	100	125
1968 1st quarter	146	144	114	109	162	195	191	135	147	134	166	106	122	129	151
2nd quarter	143	141	105	112	178	185	179	130	139	130	169	104	117	123	147
3rd quarter	147	144	105	112	180	197	190	139	162	138	171	111	122	130	167
4th quarter	148	144	106	111	184	202	190	141	155	140	169	114	120	134	168
1969 1st quarter	146	142	104	110	191	195	185	139	142	138	169	115	118	129	175
1968 January	141	140	114	102	160	186	183	138	167	134	165	106	120	131	147
February	149	147	112	116	163	202	197	135	135	135	162	108	122	130	155
March	147	146	116	109	163	196	193	133	138	133	172	104	123	125	151
April	144	143	107	115	175	184	180	130	129	130	164	100	118	125	150
May	146	144	109	113	171	194	186	130	134	130	170	107	114	126	139
June	137	136	100	108	190	177	172	130	153	129	172	106	119	120	152
July	148	147	107	113	186	196	192	135	155	134	164	108	118	130	152
August	147	143	105	111	177	201	189	141	174	138	168	109	128	127	174
September	145	143	103	113	176	196	190	142	156	142	181	115	119	133	176 r
October	147	145	108	112	188	194	190	138	153	137	163	111	116	131	174
November	151	143	104	109	174	216	192	146	159	145	174	114	129	139	172
December	146	143	105	113	191	197	187	138	155	138	171	115	116	134	158 r
1969 January	144	141	103	108	190	190	179	144	149	142	171	120	122	133	182
February	147	143	101	111	192	202	189	135	138	134	171	111	114	125	166
March	146	144	108	111	190	194	187	139	141	139	166	113	118	131	178
April	149	145	113	109	177	201	191	140	159	138	172	111	112	129	178
May	147	141	101	104	174	211	193	144	156	145	180	125	118	142	168

The seasonally adjusted export volume index numbers have been re-calculated to put them on the same basis as the recently re-calculated export value figures

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Industry's capital expenditure in the first quarter of 1969

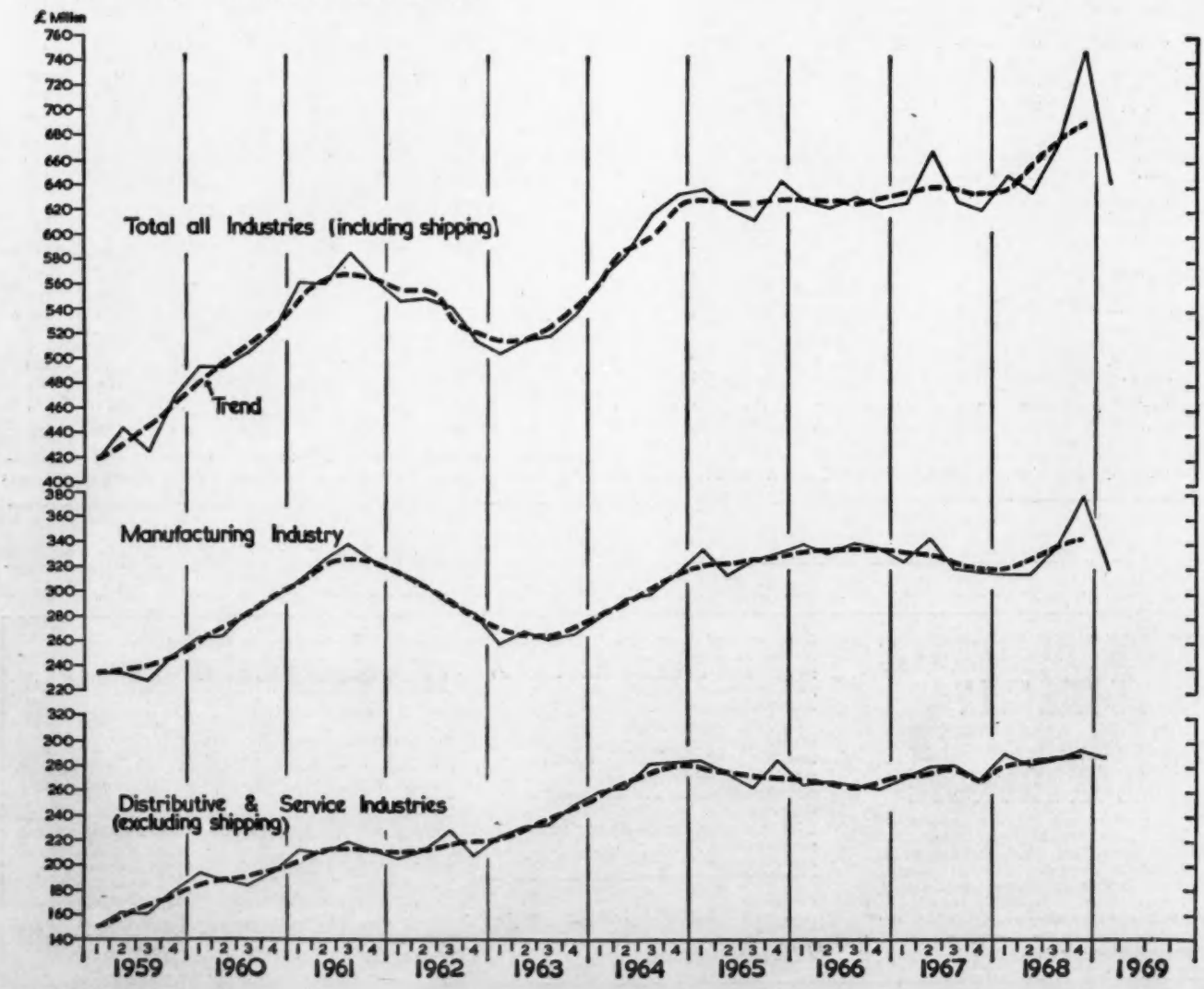
REVISED ESTIMATES show that manufacturing industry's capital expenditure at 1963 prices, seasonally adjusted. was higher both in the fourth quarter of 1968 and in first quarter of 1969 than earlier estimated. Taking the two quarters together to smooth out the bunching of expenditure in the fourth quarter, the rising trend of manufacturing industry's investment is now estimated to be stronger than at the provisional stage. The upward revision to the fourth quarter 1968 figures is larger than that to the first quarter 1969, suggesting that the concentration of expenditure because of the reduction of investment grants at the end of 1968 was stronger than first thought. Investment by the shipping industry during the first quarter has been revised downwards slightly from the provisional stage while expenditure by the rest of the distributive and service trades is now estimated to have shown a small fall in volume terms.

Manufacturing industry

Although the quarterly figures are volatile it is clear that the ending of the higher rate of investment grants in December 1968 has distorted the normal pattern of expenditure by bringing forward expenditure from the first quarter of 1969 to the fourth quarter of 1968. For this reason a better assessment is obtained by averaging expenditure in the fourth quarter of 1968 and the first quarter of 1969. On this basis capital expenditure was 4 per cent greater than in the third quarter of 1968 which in turn was 6 per cent greater than in the second quarter. Manufacturing industry's investment in 1968 as a whole is now estimated to be 3 per cent higher than in 1967 and expectations for 1969 are raised correspondingly. The trend of investment in plant and machinery continues upwards while investment in new building work and in vehicles continues at high levels.

The volume of investment moved diversely for different industry groups, comparing the average of the fourth quarter of 1968 and the first quarter of 1969 with the third quarter of 1968. There were small increases in metal manufacture, where investment in the new aluminium smelters is beginning to have an influence, in chemicals and in the paper printing and publishing industries. There were sharper increases in the mineral oil refining industry and in the textile leather and clothing group of industries. Little change was shown in the engineering industries but a sharp

Industry's fixed capital at 1963 prices seasonally adjusted



fall occurred in the vehicles industry. The food, drink and tobacco industries showed a small decrease.

Distributive and service industries

There has possibly been some slight distortion in the normal pattern of expenditure in this sector also arising from the reduction in investment grant rates for some items of plant and machinery (for example computers and plant and machinery used in the construction industry). Expenditure on new building work was high and the upward trend in expenditure on vehicles continued. Expenditure on plant and machinery was low but this followed a high fourth quarter figure and the pattern could have been distorted by the reduction in investment grant rates. To smooth the effect of this influence and other irregularities of the series taken together the average of total expenditure in the fourth quarter of 1968 and the first quarter of 1969 is 2 per cent higher than in the third quarter of 1968. Within this sector, in the first quarter of 1969, there were declines in wholesale distribution and in the miscellaneous group of service industries, the latter mainly due to a decline in investment in the construction industry which is affected by changes in investment grant rates. Retail distribution showed a small increase in capital expenditure.

Shipping industry

Investment grants are important and for this reason a better assessment is obtained by averaging the expenditure in the fourth quarter of 1968 and the first quarter of 1969. On this basis the volume of capital expenditure in the fourth quarter of 1968 and the first quarter of 1969 was 3 per cent greater than in the third quarter of 1968.

Table 1. Industry's fixed capital expenditure at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industrial sectors			Analysis by type of asset		
		Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2,013	1,104	758	151	594	425	994
1961	2,274	1,301	852	121	699	406	1,169
1962	2,149	1,196	852	101	696	364	1,089
1963	2,075	1,055	936	84	650	391	1,034
1964	2,402	1,190	1,088	124	723	494	1,185
1965	2,515	1,309	1,107	99	756	472	1,287
1966	2,507	1,351	1,061	95	715	473	1,319
1967	2,546	1,310	1,103	133	687	517	1,342
1968	2,714	1,349	1,152	213	680	613	1,421
1963 1st quarter	504	257	223	24	161	92	251
2nd quarter	515	268	231	16	165	92	258
3rd quarter	519	263	233	23	160	99	260
4th quarter	537	267	249	21	164	108	265
1964 1st quarter	567	281	260	26	168	117	282
2nd quarter	586	295	263	28	177	117	292
3rd quarter	617	299	282	36	188	132	297
4th quarter	632	315	283	34	190	128	314
1965 1st quarter	637	336	285	16	201	112	324
2nd quarter	620	314	274	32	187	124	309
3rd quarter	613	327	264	22	185	111	317
4th quarter	645	332	284	29	183	125	337
1966 1st quarter	628	340	266	22	180	117	331
2nd quarter	623	333	267	23	177	119	327
3rd quarter	632	341	265	26	179	120	333
4th quarter	624	337	263	24	179	117	328
1967 1st quarter	628	326	271	31	179	121	328
2nd quarter	668	345	280	43	177	141	350
3rd quarter	628	321	281	26	166	125	337
4th quarter	622	318	271	33	165	130	327
1968 1st quarter	649	316	291	42	164	143	342
2nd quarter	636	317	282	37	170	132	334
3rd quarter	678	337	285	56	175	156	347
4th quarter	751	379	294	78	171	182	398
1969 1st quarter	645	320	288	37	175	143	327

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for about 51 per cent and total capital expenditure in 1968. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporation and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

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Table 2. Fixed capital expenditure of manufacturing industry at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group									Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Mineral oil refining	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	New building work	Vehicles	Plant and machinery
1960	1,104·2	137·8	16·6	143·8	204·0	251·7	86·0	93·1	73·3	97·9	285·0	69·1	750·1
1961	1,301·1	146·9	24·6	174·3	266·4	275·1	115·3	111·1	80·3	107·1	343·7	65·9	891·5
1962	1,195·8	145·2	17·5	173·3	228·6	242·4	103·7	95·4	80·7	109·0	321·7	57·0	817·1
1963	1,055·2	145·0	26·8	135·9	136·1	239·4	98·0	86·5	79·7	107·8	263·6	69·5	722·1
1964	1,189·7	162·2	28·1	170·8	114·4	287·2	86·1	117·1	90·8	133·0	291·4	85·1	813·2
1965	1,308·6	166·7	27·0	213·0	122·8	301·9	103·7	132·8	98·8	151·9	319·2	88·1	901·3
1966	1,350·9	161·6	50·2	231·1	116·0	307·7	115·2	129·1	86·2	153·8	307·8	84·8	958·3
1967	1,310·0	186·3	77·2	192·0	116·4	300·6	116·4	105·8	83·7	131·6	267·7	87·8	954·5
1968	1,349·5	204·3	90·5	199·0	99·2	306·1	100·1	129·5	80·5	140·3	279·7	96·5	973·3
1963 1st quarter	257·3	33·4	5·0	32·6	40·1	59·0	24·0	20·6	19·0	23·8	64·5	15·0	178·0
2nd quarter	268·1	36·4	6·4	35·1	36·9	60·2	25·0	20·7	20·7	26·7	67·7	17·2	183·2
3rd quarter	263·0	35·8	7·3	34·1	29·7	61·8	24·6	21·9	20·4	27·4	64·4	18·6	180·0
4th quarter	266·6	39·4	8·1	34·1	29·4	58·4	24·4	23·3	19·6	29·9	67·0	18·7	180·9
1964 1st quarter	280·7	39·3	10·3	37·6	28·2	67·0	21·2	25·3	22·1	29·7	69·2	20·7	190·8
2nd quarter	295·1	40·8	6·6	41·1	27·8	72·1	23·0	28·4	21·1	34·2	72·8	21·2	201·1
3rd quarter	298·7	41·8	5·4	42·7	29·1	73·0	19·5	29·7	24·4	33·1	72·8	21·6	204·3
4th quarter	315·2	40·3	5·8	49·4	29·3	75·1	22·4	33·7	23·2	36·0	76·6	21·6	217·0
1965 1st quarter	335·5	42·0	6·8	52·0	28·7	80·1	25·1	35·0	26·8	39·0	85·2	22·4	227·9
2nd quarter	314·5	39·7	6·2	51·0	28·1	72·1	24·0	31·4	26·1	35·9	78·0	21·2	215·3
3rd quarter	327·0	42·7	6·2	58·0	28·8	69·9	26·4	34·3	22·8	37·9	79·3	21·1	226·6
4th quarter	331·6	42·3	7·8	52·0	27·2	79·8	28·2	32·1	23·1	39·1	76·7	23·4	231·5
1966 1st quarter	339·0	40·9	10·0	61·2	28·7	74·9	31·0	31·6	20·6	40·7	76·5	21·6	241·5
2nd quarter	333·3	39·6	11·6	55·0	27·6	77·6	28·8	34·8	20·7	37·6	74·7	22·5	236·1
3rd quarter	341·4	40·0	14·6	57·9	29·2	78·3	27·8	31·9	21·5	40·2	77·7	21·1	242·6
4th quarter	336·6	41·1	14·0	57·0	30·5	76·9	27·6	30·8	23·4	35·3	78·9	19·6	238·1
1967 1st quarter	326·5	46·4	15·2	47·4	30·3	74·6	28·6	28·6	21·0	34·4	73·9	19·5	233·1
2nd quarter	344·5	47·0	19·6	55·1	31·9	79·1	31·0	26·6	21·9	32·3	70·7	22·1	251·7
3rd quarter	320·6	46·1	20·8	42·8	29·5	74·5	28·4	24·8	21·6	32·1	62·1	23·0	235·5
4th quarter	318·4	46·3	21·6	46·7	24·7	72·4	28·4	25·8	19·2	32·8	61·0	23·2	234·2
1968 1st quarter	316·3	45·0	18·9	45·0	31·5	73·6	23·4	28·8	19·4	30·7	62·0	24·1	230·2
2nd quarter	316·8	49·7	20·9	48·5	24·5	70·2	24·1	26·4	17·8	34·7	68·2	22·0	226·6
3rd quarter	337·0	53·9	20·9	47·7	22·3	78·6	29·5	31·3	19·2	33·6	75·0	23·7	238·3
4th quarter	379·4	55·7	29·8	57·8	20·9	83·7	23·1	43·0	24·1	41·3	74·5	26·7	278·2
1969 1st quarter	319·6	44·2	21·9	46·9	26·9	71·8	22·3	36·2	16·9	32·5	74·1	24·6	220·9

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale Distribution	Retail Distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	758	102	182	474	308	206	244
1961	852	107	203	542	355	220	277
1962	852	105	196	551	373	207	272
1963	936	115	212	609	385	239	312
1964	1,088	134	243	711	430	286	372
1965	1,107	133	226	748	432	289	386
1966	1,061	120	198	743	404	297	360
1967	1,103	139	200	764	416	299	388
1968	1,152	142	202	808	396	308	448
1963 1st quarter	223	28	53	142	96	54	73
2nd quarter	231	29	50	152	97	59	75
3rd quarter	233	29	53	151	95	58	80
4th quarter	249	29	56	164	97	68	84
1964 1st quarter	260	31	58	171	99	70	91
2nd quarter	263	32	63	168	104	68	91
3rd quarter	282	33	62	187	114	75	93
4th quarter	283	38	60	185	113	73	97
1965 1st quarter	285	37	59	189	113	76	96
2nd quarter	274	32	57	185	108	72	94
3rd quarter	264	33	56	176	105	68	91
4th quarter	284	31	54	198	106	73	105
1966 1st quarter	266	30	51	185	103	74	89
2nd quarter	267	31	49	187	101	75	91
3rd quarter	265	30	49	186	101	74	90
4th quarter	263	29	49	185	99	74	90
1967 1st quarter	271	32	49	190	104	72	95
2nd quarter	280	35	49	196	105	77	98
3rd quarter	281	36	50	195	103	76	102
4th quarter	271	36	52	183	104	74	93
1968 1st quarter	291	38	53	200	101	78	112
2nd quarter	282	33	51	198	102	73	107
3rd quarter	285	34	48	203	99	77	109
4th quarter	294	37	50	207	94	80	120
1969 1st quarter	288	35	51	202	100	82	106

Table 4. Industry's fixed capital expenditure at current prices

£ million

	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960	1,901	1,021	718	162
1961	2,192	1,239	821	132
1962	2,119	1,168	844	107
1963	2,075	1,055	936	84
1964	2,446	1,216	1,107	123
1965	2,657	1,401	1,156	100
1966	2,739	1,504	1,136	99
1967	2,801	1,465	1,196	140
1968	3,087	1,565	1,291	231
1963 1st quarter	481	240	219	22
2nd quarter	504	263	226	15
3rd quarter	513	264	227	22
4th quarter	577	288	264	25
1964 1st quarter	551	268	260	23
2nd quarter	584	293	264	25
3rd quarter	613	303	277	33
4th quarter	698	350	306	42
1965 1st quarter	638	333	290	15
2nd quarter	643	329	284	30
3rd quarter	642	352	269	21
4th quarter	735	387	313	35
1966 1st quarter	661	357	283	21
2nd quarter	661	357	282	22
3rd quarter	676	378	272	26
4th quarter	741	412	299	30
1967 1st quarter	676	354	293	29
2nd quarter	714	370	300	44
3rd quarter	670	354	291	25
4th quarter	741	387	312	42
1968 1st quarter	705	342	322	41
2nd quarter	707	353	313	39
3rd quarter	753	388	309	56
4th quarter	922	480	347	95
1969 1st quarter	729	361	331	37

Notes relating to Tables 1 to 4

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets and on new building work.

The analysis by industry group follows the Standard Industrial Classification (1963 consolidated edition):

Manufacturing Orders III to XVI
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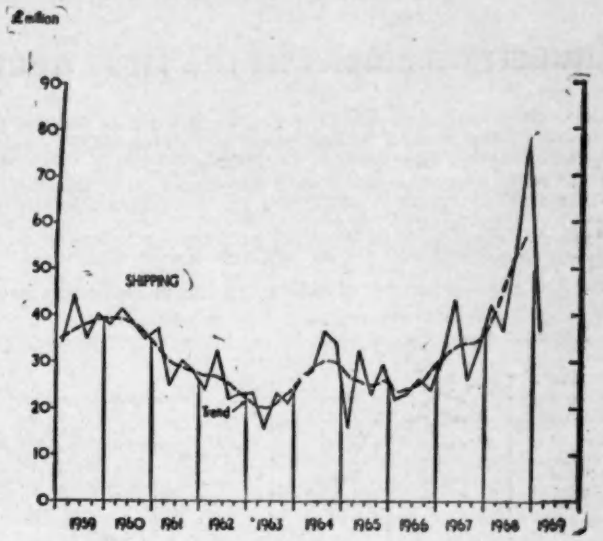
Other Industries Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous services).

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree, and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.



Retailers' stocks in May

THE VALUE of stocks held by retailers at the end of May showed an increase of 9 per cent as compared with May 1968, the smallest increase on a year earlier recorded since September of last year.

In volume terms, retailers' stocks were 4 per cent higher than in the corresponding month last year, which is a slightly smaller increase than the average for the first four months of the year, compared with a year earlier.

Estimate of levels and percentage increases in retailers' stocks

Index numbers (end 1960 = 100) *and percentage increases on a year earlier*

(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
					(a) At current prices							
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	167
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	157
1969	151	155	168	166	170							
1968	*2*	*2*	*5*	*5*	*6*	*6*	*8*	*8*	*9*	*10*	*11*	*13*
1969	*11*	*12*	*11*	*10*	*9*							
					(b) At constant (Dec. 1960) prices							
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	130
1969	124	127	136	134	138							
1968	*1*	*1*	*4*	*2*	*3*	*2*	*4*	*4*	*5*	*5*	*6*	*8*
1969	*5*	*6*	*5*	*5*	*4*							

Note:

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Industry's stocks in the first quarter of 1969

REVISED ESTIMATES of industry's stocks and work in progress for the first quarter confirm the provisional figure's indication of heavy stockbuilding by manufacturers – particularly marked in the finished goods category. Contrasting movements were recorded in wholesalers' and retailers' stocks – a small rise now emerging on balance. Total stockbuilding by industry is now estimated at £130 million for the quarter (1963 prices, seasonally adjusted).

Manufacturing industry

The pattern of stock changes shown by manufacturing industry

Value of physical increase of industry's stocks at 1963 prices seasonally adjusted

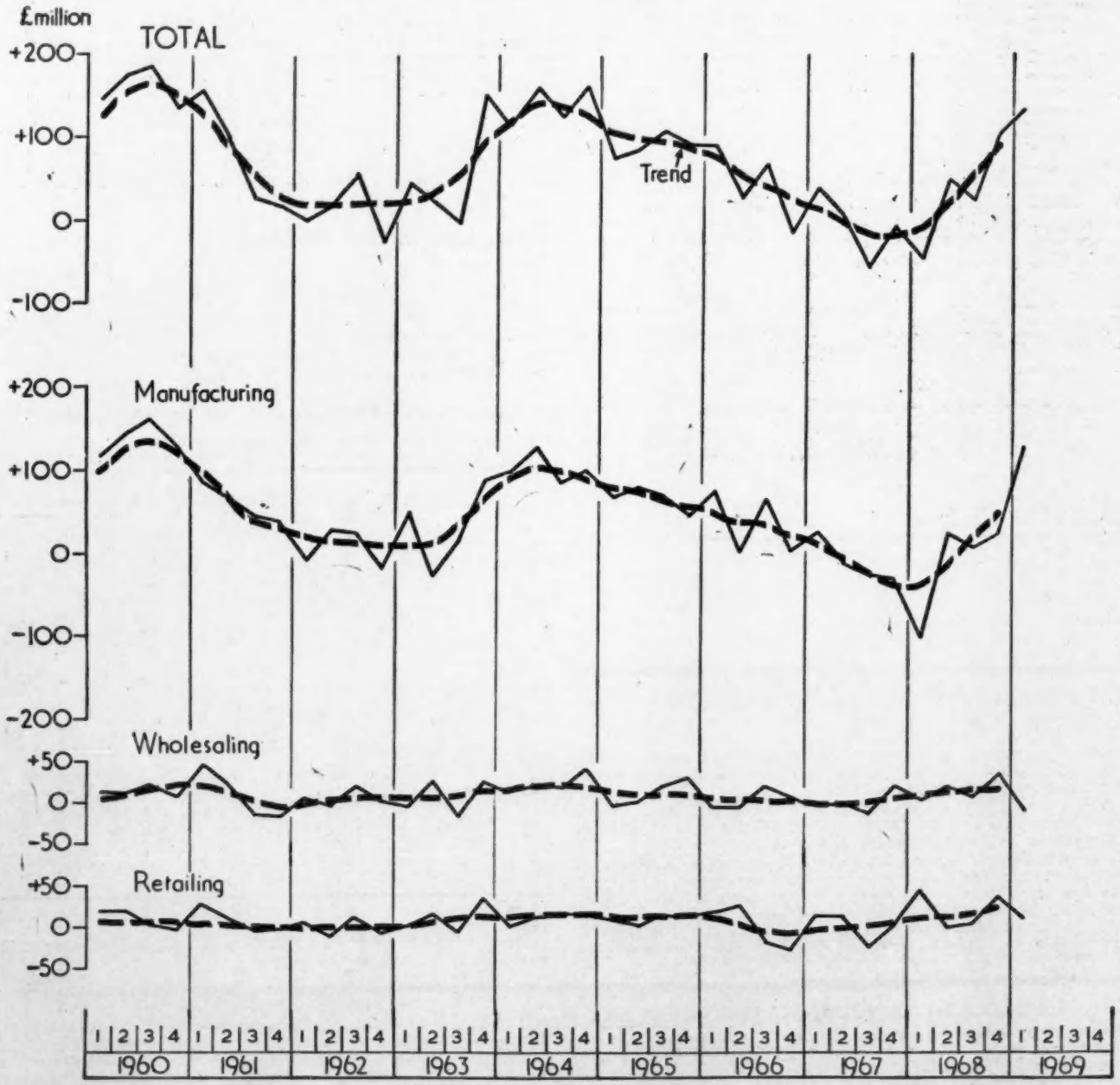


Table 1. Value of the physical increase of industry's stocks at 1963 prices seasonally adjusted

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1968	9,540	6,554	1,228	1,359
1960	636	547	50	39
1961	299	231	38	30
1962	63	26	22	15
1963	241	123	31	37
1964	552	411	91	50
1965	356	262	49	45
1966	172	147	19	6
1967	- 17	- 39	10	11
1968	124	- 47	75	95
1963 1st quarter	44	46	- 5	3
2nd quarter	20	- 25	27	18
3rd quarter	- 2	15	- 16	- 1
4th quarter	149	87	25	37
1964 1st quarter	112	99	11	2
2nd quarter	159	127	21	11
3rd quarter	123	85	19	19
4th quarter	158	100	41	18
1965 1st quarter	75	68	- 3	10
2nd quarter	84	79	1	4
3rd quarter	106	69	20	17
4th quarter	90	46	31	14
1966 1st quarter	88	73	- 5	20
2nd quarter	28	4	- 4	28
3rd quarter	69	66	21	- 17
4th quarter	- 13	5	7	- 25
1967 1st quarter	39	26	- 2	15
2nd quarter	7	- 10	1	15
3rd quarter	- 56	- 25	- 10	- 21
4th quarter	- 7	- 30	22	2
1968 1st quarter	- 46	-100	5	49
2nd quarter	47	24	22	1
3rd quarter	22	7	10	5
4th quarter	101	23	38	40
1969 1st quarter	130	125	- 7	13

was largely dominated by the sharp rise recorded for the engineering sector. This increase, one of the largest recorded for this industry, follows a period of prolonged destocking, including the exceptional fall shown at the beginning of last year. Another significant increase in stocks was shown by the textile industry. This sector has in the past alternated periods of positive and negative stockbuilding and the increase of £25 million – an increase in stock levels of about three per cent – is the fourth consecutive quarterly rise in stocks. The only sector to record a fall in total stocks on a seasonally adjusted basis was the metal manufacturing industry.

As previously noted the bulk of the stockbuilding by manufacturers was in finished goods. A fairly sharp rise in work in progress was also shown – however this follows the fall, unusual for this category, recorded in 1968. The recovery in stocks of materials and fuel, which started in the previous quarter following the continuous decline from the end of 1966, has continued.

Distributors' stocks

Both wholesalers and retailers increased their stocks substantially in 1968. The retailing trade has continued to increase its stocks during the first quarter. Increases in total stocks were shown also by two of the three wholesaling sectors – the dealers in industrial materials and machinery and dealers in coal, builders materials, etc. These rises were more than offset, however, by the fall in the stocks of general wholesale distributors to give a small net fall for wholesalers as a whole.

Table 2. Value of the physical increase of stocks held by manufacturing industry at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group						Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles, leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at 1968	6,954	896	630	527	3,424	747	731	2,378	2,641	1,935
1960	547	45	41	83	288	30	61	230	146	171
1961	231	10	17	13	154	8	29	40	103	89
1962	26	23	3	-18	41	-19	- 3	-62	42	46
1963	123	44	-11	2	75	2	12	2	100	21
1964	411	6	41	31	240	61	32	147	177	87
1965	262	1	25	26	171	- 2	41	56	98	108
1966	147	- 5	26	-16	85	26	30	-20	33	134
1967	-39	20	3	-27	10	-33	-12	-38	33	-34
1968	-47	- 2	44	31	-135	10	25	-12	-46	11
1963 1st quarter	46	2	4	2	28	-10	20	-15	24	38
2nd quarter	-25	9	- 9	- 2	-13	- 2	- 9	-15	11	-21
3rd quarter	15	9	- 7	- 1	8	8	- 2	11	20	-16
4th quarter	87	24	1	3	51	5	3	21	46	20
1964 1st quarter	99	11	12	9	48	17	2	60	31	8
2nd quarter	127	- 1	8	16	76	20	9	31	56	41
3rd quarter	85	- 7	10	1	65	7	9	13	47	25
4th quarter	100	3	12	4	51	17	13	43	43	13
1965 1st quarter	68	-13	- 3	10	55	10	10	1	49	19
2nd quarter	79	1	20	—	50	- 4	12	30	7	42
3rd quarter	69	16	3	7	37	- 7	14	14	34	22
4th quarter	46	- 3	4	10	29	- 1	6	11	9	26
1966 1st quarter	73	5	11	- 4	42	6	13	4	18	51
2nd quarter	4	2	5	-18	4	7	5	-19	13	10
3rd quarter	66	-13	4	18	38	9	9	24	1	41
4th quarter	5	1	6	-11	1	5	3	-28	1	32
1967 1st quarter	26	1	5	- 4	25	- 6	5	- 8	15	19
2nd quarter	-10	2	-19	- 7	26	- 7	- 5	-19	4	6
3rd quarter	-25	19	19	-13	-36	- 4	-11	- 4	3	-24
4th quarter	-30	- 2	- 3	- 4	- 5	-17	—	- 7	11	-34
1968 1st quarter	-100	9	-11	- 1	-81	- 7	- 9	- 9	-32	-59
2nd quarter	24	- 3	25	9	-27	8	12	- 2	—	25
3rd quarter	7	-13	14	7	- 7	2	5	-13	7	13
4th quarter	23	5	17	16	-40	8	18	12	-21	32
1969 1st quarter	125	13	11	- 7	73	25	10	12	35	78

Notes relating to Tables 1 to 4:

The analysis by industry group follows the Standard Industrial Classification (1963 consolidated edition):

Manufacturing Orders III to XVI

Distributive Trades Order XX

Wholesale M.L.H. 810, 831, 832

Retail M.L.H. 820

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree, and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

INDUSTRY'S STOCKS, *continued*

Table 3. Value of the physical increase of stocks by wholesalers at 1963 prices seasonally adjusted

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders' materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1968		787	121	320
1960	50	27	4	19
1961	38	27	—	11
1962	22	4	4	15
1963	31	14	5	11
1964	91	47	13	30
1965	49	23	5	21
1966	19	13	—	7
1967	10	5	—	5
1968	75	57	6	13
1963 1st quarter	- 5	- 5	3	- 3
2nd quarter	27	17	3	8
3rd quarter	-16	-17	- 4	5
4th quarter	25	19	4	2
1964 1st quarter	11	—	5	6
2nd quarter	21	10	1	10
3rd quarter	19	4	7	7
4th quarter	41	33	—	7
1965 1st quarter	- 3	- 9	1	6
2nd quarter	1	—	- 2	3
3rd quarter	20	13	2	5
4th quarter	31	19	5	7
1966 1st quarter	- 5	- 6	4	- 2
2nd quarter	- 3	- 2	- 1	- 1
3rd quarter	21	19	- 3	5
4th quarter	7	2	—	6
1967 1st quarter	- 2	-14	3	9
2nd quarter	1	8	- 6	- 1
3rd quarter	-10	- 7	2	- 6
4th quarter	22	18	1	2
1968 1st quarter	5	8	3	- 6
2nd quarter	22	12	3	7
3rd quarter	10	15	- 1	- 3
4th quarter	38	23	1	15
1969 1st quarter	- 7	-20	6	6

Table 4. Increases in the book value of stocks held by manufacturers and distributors

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1968	11,159	8,165	1,432	1,562
1960	690	591	56	44
1961	416	312	43	61
1962	155	78	32	45
1963	360	250	48	63
1964	815	593	133	90
1965	628	489	74	66
1966	458	365	48	44
1967	137	69	47	21
1968	683	371	134	179
1963 1st quarter	119	69	- 6	56
2nd quarter	20	4	23	- 6
3rd quarter	27	16	23	-13
4th quarter	195	161	8	26
1964 1st quarter	208	138	15	55
2nd quarter	230	185	32	13
3rd quarter	187	116	65	7
4th quarter	191	154	21	15
1965 1st quarter	195	124	2	69
2nd quarter	162	153	14	- 5
3rd quarter	172	108	62	2
4th quarter	99	104	- 4	—
1966 1st quarter	250	162	7	81
2nd quarter	173	138	10	25
3rd quarter	97	69	51	-23
4th quarter	-62	- 4	-20	-39
1967 1st quarter	36	-14	-16	66
2nd quarter	26	18	1	7
3rd quarter	6	18	29	-41
4th quarter	70	48	33	-11
1968 1st quarter	147	10	23	114
2nd quarter	208	150	29	29
3rd quarter	162	115	54	- 7
4th quarter	166	96	27	43
1969 1st quarter	357	244	10	104

Production of man-made fibres in May

TOTAL PRODUCTION by weight of man-made fibres in May was at the record level of 109·9 million lbs., 6 per cent more than in May 1968. Output of continuous filament was 8 per cent more and of staple fibre 5 per cent more.

Man-made fibre production

Million lb. (†)

	Continuous filament (singles)	Staple fibre	Total
1964	378·1	447·1	825·2
1965	396·4	465·7	862·1
1966	411·4	470·2	881·6
1967	438·4	516·7	955·1
1968	533·0	655·7	1,188·6
1967 4th quarter	120·0	142·0	262·0
1968 1st quarter	133·9	158·6	292·5
1968 4th quarter	139·1	173·9	313·0
1969 1st quarter	143·9	168·9	312·8
1968 March	46·6	55·3	101·9
April	45·4	54·2	99·6
May	46·4	57·2	103·5
1969 March	48·3	60·5	108·8
April	46·3	58·3	104·7
May	49·9	60·0	109·9

† From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'

British Film Fund Agency returns

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended May 31, 1969:

Distributors' earnings submitted:

	£	£
High cost films	572,431	
Low cost films:		
Eligible (after multiplying by 2½)	27,614	
Not eligible for 2½ times rental	5,509	
		605,554
Films of less than 3,000 ft. (after multiplying by 2½)		44,880
		£650,434

Levy collection paid to Agency by HM Customs and Excise to June 9, 1969 together with an estimate of collections approximately covering entertainments for five weeks ended May 31, 1969 £379,700

The seventh interim allocation for the twelfth distribution period will be at the rate of 40 per cent.

Cinema admissions and takings in April

DURING APRIL, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 4.36 million and the weekly average of gross box office takings was £1.14 million.

Gold and convertible currency reserves during June

HM TREASURY announce that after loan servicing payments of £24 million, the gold and convertible currency reserves rose by £12 million during June, to stand at £1,018 million at the end of the month.

As already announced, the United Kingdom drew on June 27 $500 million from the International Monetary Fund under the new standby arrangements. In accordance with the Government's policy for repayment and refinancing of short-term debt, this drawing has immediately been applied to the repayment of drawings on other facilities.

May car production for export equals all-time record but no rise in total production

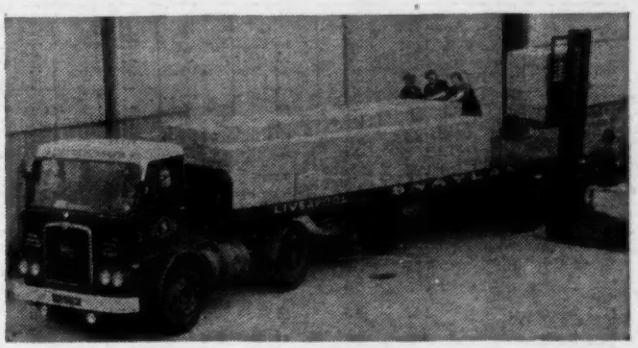
THE MINISTRY of Technology have announced that on a seasonally-adjusted basis car production for export in May equalled the previous all-time record set in December 1968. The rise was, however, offset by a fall in production for the home market. Total production was about the same in May as in April.

In the latest three-month period, which included the strike-hit month of March, total production, seasonally-adjusted, was 14 per cent lower than in the three months December 1968-February 1969, with home market production down by 22 per cent and production for export down by 5 per cent.

In terms of recorded averages, total production in the four weeks to May 31, at an average of 37,149 a week, was 8 per cent lower than in the corresponding period in 1968. (This year, however, the May production period included Whitsun whereas in 1968 the holiday fell in June). The reduction was entirely due to a fall of 20 per cent in production for the home market; production for export was 6 per cent higher than a year earlier.

Total commercial vehicle production in May, seasonally-adjusted, was lower than in April despite production for export being again at a near-record level. In the latest three months total production, seasonally-adjusted, was 10 per cent lower than in the preceding three months, with most of the reduction accounted for by a fall of 13 per cent in production for the home market. In terms of recorded figures, production in the four weeks, at an average of 9,440 a week, was 12 per cent higher than a year earlier, and production for export was up by over 30 per cent.

LOADING UP FOR GHANA



One of four lorries loaded in Hull recently at the Storry Smithson Group of Companies factory which between them carried an order for paint products totalling 10,600 gallons for delivery to Ghana.

Table 1. Recorded production

Production figures of new motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,654
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,552,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1966 1st quarter	13	462,461	294,287	168,174	35,574	120,380	75,662	44,718	9,260
2nd quarter	13	484,147	309,350	174,797	37,242	123,628	76,266	47,362	9,510
3rd quarter	13	334,143	206,248	127,895	25,703	96,886	56,128	40,758	7,453
4th quarter	13	322,928	168,799	154,129	24,841	97,781	52,558	45,223	7,522
1967 1st quarter	13	387,564	228,687	158,877	29,813	95,232	54,850	40,382	7,326
2nd quarter	13	446,537	281,652	164,885	34,349	104,215	66,929	37,286	8,016
3rd quarter	13	315,402	210,178	105,224	24,262	83,330	56,011	27,319	6,410
4th quarter	13	402,510	267,756	134,754	30,962	102,329	67,902	34,427	7,871
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36 128	111,976	68,803	43,175	8,614
1969 1st quarter	13	451,556	239,544	212,012	34,735	120,445	71,361	49,084	9,265
1968 February	4	143,068	80,167	62,901	35,757	31,672	19,941	11,731	7,918
March	5	202,470	109,211	93,259	40,494	44,665	28,429	16,236	8,933
April	4	145,328	81,243	64,085	36,332	31,610	20,210	11,400	7,903
May	4	161,818	88,868	72,950	40,455	33,768	21,493	12,275	8,442
June	5	181,986	93,930	88,056	36,387	39,087	25,051	14,036	7,817
July	4	111,067	60,040	51,027	27,767	25,235	16,287	8,948	6,309
August	4	100,780	57,227	43,553	25,195	21,343	13,235	8,108	5,336
September	5	177,739	98,131	79,608	35,548	41,891	27,197	14,694	8,378
October	4	145,965	90,289	55,676	36,491	35,858	21,299	12,559	8,465
November	4	150,382	83,520	66,862	37,596	35 583	21,825	13,758	8,896
December	5	173,316	89,990	83,326	34,663	42,535	25,679	16,856	8,507
1969 January	5	185,245	103,373	81,872	37,049	49,146	29,478	19,668	9,829
February	4	144,123	74,444	69,679	36,031	38,720	22,350	16,370	9,680
March	4	122,188	61,727	60,461	30,547	32,579	19,533	13,046	8,145
April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597
May	4	148,594	71,268	77,326	37,149	37,759	21,583	16,176	9,440

(Continued on next page)

CAR AND COMMERCIAL VEHICLES, *continued*

Production – seasonally adjusted

Monthly averages. Thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home	Export	Total	Home	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1966 1st quarter	145	93	52	38·9	24·5	14·4
2nd quarter	145	92	53	38·2	23·3	14·9
3rd quarter	136	84	52	37·1	21·4	15·7
4th quarter	110	58	52	31·9	17·6	14·3
1967 1st quarter	123	73	50	31·4	18·2	13·3
2nd quarter	130	82	48	31·6	20·0	11·6
3rd quarter	127	84	43	31·7	21·1	10·6
4th quarter	138	91	46	33·6	22·7	11·0
1968 1st quarter	145	85	59	33·6	21·8	11·8
2nd quarter	145	78	67	32·6	20·6	12·0
3rd quarter	155	85	70	33·5	21·1	12·3
4th quarter	161	90	72	36·7	22·9	13·8
1969 1st quarter	141	76	65	38·7	23·1	15·6
1968 February	145	84	60	33·4	21·6	11·9
March	157	84	73	36·0	22·8	13·3
April	145	81	63	33·2	21·1	12·1
May	150	81	69	33·0	20·8	12·2
June	142	73	68	31·7	20·0	11·8
July	153	83	71	32·2	20·5	11·7
August	147	82	65	33·4	20·5	12·9
September	163	90	73	34·9	22·4	12·5
October	160	92	68	34·7	22·0	12·7
November	163	90	73	37·1	23·2	13·9
December	160	87	74	38·4	23·7	14·7
1969 January	160	90	70	43·5	26·2	17·3
February	144	78	66	40·2	23·8	16·3
March	119	59	59	32·4	19·3	13·1
April	141	74	67	40·0	23·5	16·5
May	141	67	74	37·9	21·4	16·5
Average of:						
1968/69 Dec.-Feb.	155	85	70	40·7	24·6	16·1
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The areas in brackets are estimates of the floor space which would have been recorded under the definitions in use before the Industrial Development Act 1966 took effect in August 1966.

Table 2. Industrial development certificates regional analysis of refusals and approvals

Region	Refusals				Approvals			
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North	1	2	(†)	(†)	622	976	21·9	33·8
Scotland	—	—	—	—	630	1,021	19·4	41·1
Wales	—	—	—	—	403	839	9·4	28·2
Mainly non-Development Areas								
North-west	29	27	916	909 (890)	1,209	2,246	25·3	48·5 (37·7)
South-west	14	20	1,091	1,018 (850)	583	1,061	11·9	19·7 (13·8)
Wholly non-Development Areas								
Yorkshire and Humberside	13	1	401	(†)	965	1,573	16·3	31·3 (22·9)
East Midlands	57	77	1,930	2,834 (1,835)	659	1,126	11·8	21·9 (15·9)
West Midlands	86	204	4,537	6,035 (5,284)	1,106	1,736	17·1	30·1 (20·7)
East Anglia	8	13	(†)	479 (386)	371	716	7·7	14·3 (10·5)
South-East	270	445	9,477	11,931 (8,929)	2,681	3,684	51·3	66·2 (44·2)
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HMSO

CAR AND COMMERCIAL VEHICLES, *continued*

Production – seasonally adjusted

Monthly averages. Thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home	Export	Total	Home	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1966 1st quarter	145	93	52	38·9	24·5	14·4
2nd quarter	145	92	53	38·2	23·3	14·9
3rd quarter	136	84	52	37·1	21·4	15·7
4th quarter	110	58	52	31·9	17·6	14·3
1967 1st quarter	123	73	50	31·4	18·2	13·3
2nd quarter	130	82	48	31·6	20·0	11·6
3rd quarter	127	84	43	31·7	21·1	10·6
4th quarter	138	91	46	33·6	22·7	11·0
1968 1st quarter	145	85	59	33·6	21·8	11·8
2nd quarter	145	78	67	32·6	20·6	12·0
3rd quarter	155	85	70	33·5	21·1	12·3
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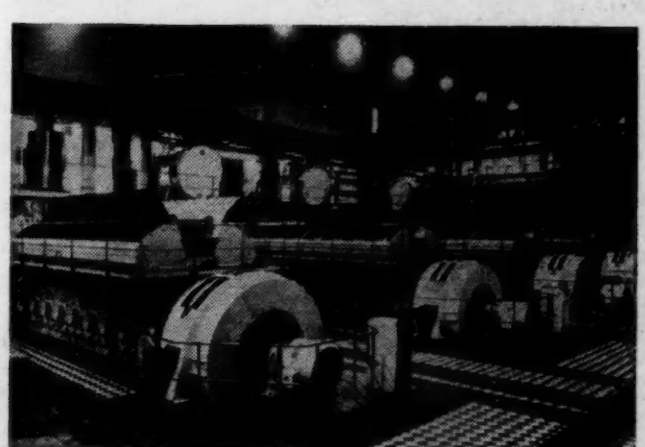

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Larger turnover of the catering trades, laundries and dry-cleaners and hairdressers in May

THE CATERING TRADES, laundries and dry cleaners and hairdressers all showed larger increases in turnover in May 1969 compared with May 1968 than those which had prevailed in the period January to April of this year.

Catering trades

There was a revival of the upward movement in the value of catering trades turnover, which had been a feature of the trend in the second half of 1968, with the seasonally adjusted turnover increasing by 2 per cent between the three months ended February and the three months ended May.

Value of catering trades' turnover
Seasonally adjusted index numbers of sales per week (current prices) 1964 = 100

	1967	1968	1969		
1st quarter	114	116	122		
2nd quarter	113	116		3 months ended February 1969	122
3rd quarter	114	118		3 months ended May 1969	124
4th quarter	113	122			

The value of turnover of restaurants, cafes and fish and chip shops was 7 per cent higher than in May 1968, one of the largest increases recorded for this group in recent months, and very much higher than the 3 per cent average for the first mour months of the year compared with the same period a year ago. The prices of meals bought and consumed outside the home—although not precisely comparable with those sold by restaurants—increased by about 5 per cent between May 1968 and May 1969. The 10 per cent increase in the turnover of public houses and the 11 per cent increase in the turnover of licensed hotels between May 1968 and May 1969 were each very much in line with the increases recorded for the previous four months compared with this period a year earlier.

The turnover of canteens, on the other hand, was only 3 per cent higher in May this year than in May 1968, compared with an average increase of 5 per cent between the first four months of 1968 and the comparable months of 1969.

Laundries and dry cleaners

The turnover of laundries and dry cleaners showed an increase of 4 per cent on May 1968, compared with an increase of 1 per cent in the previous four months on a year earlier. It was the change in the experience of dry cleaners which accounted for much of this improvement—turnover increased by 2 per cent on May 1968 whereas there had for some time been a downward trend in the value of the turnover of those dry cleaners covered by this inquiry, which do not include self-service establishments using coin-operated machines.

Hairdressers

Hairdressers showed an increase of 4 per cent in the value of turnover between May 1968 and May 1969. Both men's and women's hairdressers showed a similar improvement. For each of these groups the increase was greater than that which had been recorded in the previous four months, compared with a year earlier.

Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier*† 1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
(£1,985 million)	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969		107				108	104	109	124	124							
	1968	*3*	—	*4*	*5*	*6*	*1*	*1*	*–1*	*7*	*2*	*4*	*1*	*4*	*4*	*7*	*8*	*5*
	1969	*8½*	*7*				*12*	*4*	*5*	*8*	*9*							
Licensed hotels and holiday camps	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
(£286 million)	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969		91				87	87	97	120	132							
	1968	*7*	*2*	*7*	*7*	*10*	*4*	*3*	*–1*	*11*	*3*	*7*	*7*	*9*	*6*	*10*	*13*	*8*
	1969	*10½*	*9*				*14*	*6*	*8*	*12*	*11*							
Restaurants, cafes, etc., and fish	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
and chip shops (£521 million)	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969		104				103	103	105	120	116							
	1968	*4*	*1*	*5*	*4*	*4*	*1*	*2*	*1*	*7*	*4*	*4*	*2*	*4*	*5*	*4*	*5*	*4*
	1969	*4§*	*3*				*7*	—	*2*	*4*	*7*							
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969		111				115	107	112	129	127							
	1968	*2*	*–1*	*3*	*1*	*6*	*1*	—	*–3*	*7*	*1*	*3*	*–1*	*2*	*2*	*8*	*9*	*4*
	1969	*9½*	*9*				*14*	*6*	*6*	*8*	*10*							
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969		120				119	119	123	111	116							
	1968	*5*	*5*	*2*	*6*	*5*	—	*4*	*11*	*–5*	*5*	*4*	*6*	*7*	*5*	*5*	*4*	*6*
	1969	*5½*	*6*				*8*	*4*	*5*	*5*	*3*							

§January-May.
†The monthly periods consist of four weeks, except those marked * which are of five weeks. The May 1969 period was the four weeks from April 27, 1969 to May 24, 1969, the May 1968 period was from April 28 1968 to May 25, 1968.
‡Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

Table 2. Laundries and dry-cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier†* 1966 = 100

Kind of Business (Turnover in 1966 Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all laundries and Dry-Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969		97				93	97	101	102	109							
	1968	—	*–1*	*–1*	*–1*	*2*	*–4*	*–3*	*4*	*–4*	*1*	*–1*	—	—	*–2*	—	*3*	*1*
	1969	*2½*	*1*				*4*	*–1*	*1*	*2*	*4*							
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969		101				99	100	103	101	110							
	1968	*1*	—	*–1*	*1*	*3*	*–3*	*–2*	*4*	*–5*	*1*	*–1*	*1*	*1*	*1*	*3*	*4*	*3*
	1969	*4½*	*3*				*4*	*2*	*4*	*3*	*4*							
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969		92				84	91	98	103	108							
	1968	*–2*	*–2*	*–2*	*–3*	*–1*	*–6*	*–4*	*4*	*–2*	—	*–3*	*–2*	*–1*	*–6*	*–4*	*2*	*–2*
	1969	*–1½*	*–3*				*3*	*–5*	*–4*	*–1*	*2*							

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase over a year earlier†* 1966 = 100

Kind of Business (Turnover in 1966 Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969		101				99	98	104	106	107							
	1968	*2*	—	*2*	*3*	*3*	*–2*	*–1*	*1*	*5*	—	*3*	*2*	*2*	*3*	*2*	*5*	*3*
	1969	*3½*	*3*				*5*	—	*3*	*1*	*4*							
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969		100				101	98	99	102	103							
	1968	*2*	—	*4*	*3*	*2*	*1*	—	*–1*	*2*	—	*0*	*1*	*3*	*5*	*1*	*2*	*4*
	1969	*3½*	*2*				*1*	*1*	*4*	*1*	*5*							
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969		101				99	97	106	107	109							
	1968	*2*	—	*2*	*3*	*3*	*–2*	*–1*	*1*	*3*	*1*	*2*	*3*	*2*	*2*	*3*	*3*	*3*
	1969	*3½*	*3*				*7*	*–1*	*2*	*1*	*4*							

For notes see Table 1.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, July 4, 1969. Br/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Most Dangerous Man in the World	Br/E 34204	99	July 3	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Productions Ltd.
A Prince for Wales	Br/E 34205	52	July 4	Rank Film Distributors Ltd.	Drummer Films Ltd.
Movietone News 2091	Br/E 34281	8	July 4	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2091A	Br/E 34282	9	July 4	" "	" "
Pathe News 69-53	Br/E 34333	9	July 4	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-54	Br/E 34334	10	July 4	" "	" "
				FOREIGN	
Thin Red Line	F 34197	72	June 30	Planet Film Distributors Ltd.	Security Pictures Inc.
Did You Hear the One About the Travelling Sales Lady?	F 34198	74	June 30	Rank Film Distributors Ltd.	Universal International Films Inc.
Once There Was a War	F 34199	94	June 30	Contemporary Films Ltd.	Nordisk Film Kompagni, Kobenhaven-Valby.
Luana	F 34200	79	July 2	E. J. Fancey Productions Ltd.	Eureka Film International s.p.a., Rome.
Taffy and the Jungle Hunter	F 34201	80	July 2	" "	Allied Artists Inc.
The Gendarme in New York	F 34202	83	July 3	Miracle Films Ltd.	Societe Nouvelle de Cinematographie, Paris.
La Femme Infidele (The Unfaithful Wife)	F 34203	98	July 3	Gala Film Distributors Ltd.	Films La Boetie, Paris and Cinegai, Rome.

AMENDMENT TO THE REGISTER:
The particulars of the film 'The One Eyed Solders' (F 34014) registered on March 25, 1969 have been amended to provide alternative playing times as follows: (a) 80 minutes; (b) 70 minutes.

Traffic of British airlines in 1968

THE YEAR 1968, like 1967, proved to be one of pause in the rapid growth of British airlines operations.

Growth in passenger miles flown on scheduled services in 1968 was less than 1 per cent compared with an average rate of 13 per cent a year in the five years to 1966. Aviation is primarily a passenger carrying service, and the steep rise in sterling prices of international fares following devaluation and the foreign currency restrictions inhibited travel abroad especially holiday travel.

There were, however, signs of an acceleration in the growth in the number of passengers carried towards the end of 1968 although it is not clear yet whether this is the beginning of a general recovery and a return to the high growth rates of earlier years. The growth in winter traffic to some extent reflects the increasing popularity of winter holidays and the effect of the experimental low winter tariff.

Apart from the general factors, referred to above, there were a number of particular events which restricted operations in 1968; the political disturbances in France during May and June; the closure of British Eagle and Transglobe towards the end of the year; and the strike by the staff of British United Airways (Channel Islands) in August, which was followed by the amalgamation of that company with two smaller airlines. However, the biggest impact came from the strike, from June 16 to July 2, by BOAC pilots. But for this dispute, the number of passengers carried in 1968 in cheduled operations by all British operators might well have exceeded the number carried in 1967 instead of falling 1 per cent.

Passenger traffic on scheduled services

During the summer months, April to October inclusive, passengers carried on scheduled services were 2 per cent less than a year earlier though the Easter peak fell in April in 1968 and partly in March in 1967. In the year as a whole passenger traffic was 1 per cent less than in 1967 with particularly large increases in November and December. This upturn, especially in international services, is illustrated in Table 2.

The United Kingdom airlines are important in the operation of services throughout the world and particularly in the continent of Europe. BEA, which is the largest scheduled operator in Europe, carried nearly 65 per cent of the seven million international passengers on scheduled services operated by British airlines. BOAC carried over 20 per cent on their long haul routes; nearly 1½ million passengers, including more than 900,000 across the Atlantic. The independent companies carried the remaining million or so passengers, nearly 15 per cent

In 1968, 56 per cent of all international passengers at United Kingdom airports were carried by British airlines. The number was 9 per cent more than 1967; the increase in passengers carried by overseas airlines was 8 per cent.

Passengers carried on the domestic services, which are operated entirely by BEA and the independent companies, were 5 per cent fewer in 1968 as compared to 1967, with decreases in the numbers carried occurring in every month except November and December. BEA carried about three-fifths of the domestic passengers, 2 per cent fewer than in the previous year, whilst the independent companies carried the other two-fifths, amounting to just over 2 million, a fall of 5 per cent below the number they carried in 1967.

Freight carried on scheduled services

The increase in traffic in the winter months and decline in the summer applies also to freight uplifted. During the summer months freight uplifted was on average 9 per cent less than in Summer 1967 but in November and December was 4 per cent more than a year earlier. The fall in freight carried throughout the year (nearly 5 per cent less than in 1967) was more than accounted for by a sharp drop of 30 per cent in the weight of cars carried on the cross-channel ferry services; other cargo increased by nearly 7 per cent in 1968 compared with 1967.

Freight carried on the international services, which accounts for nearly three-quarters of cargo carried by British operators, was nearly 9 per cent less in 1968 compared to 1967. The figures show particularly sharp falls in the holiday months of June to August due to the decline in the vehicle ferry services.

Freight carried on the domestic services was considerably higher in the early months of 1968 as compared with the previous year, but was lower than the corresponding months of 1967 during the last five months.

Non-scheduled services

Non-scheduled services are important in British aviation. About 23 per cent of air transport capacity is flown on these services. Charter business is mainly carried out by the independent operators who offer nearly 90 per cent of the capacity on charter operations by all British airlines

In 1968 charter operations were markedly higher and the operators offered nearly 12 per cent more capacity and carried 16 per cent more passengers. This was in contrast to 1967 when the pause in growth of the scheduled operations was also reflected in charter busines.

Inclusive tour operations

The most important sector of charter operations is the operation of flights in connection with inclusive tours, which include the cost of accommodation in addition to transport to the holiday centre. This type of traffic was developed by the independent British companies and has proved to be one of the fastest growing operations in civil aviation. As shown in the table inclusive tour charters accounted for only 14 per cent of capacity offered on all non-scheduled flights in 1963, whereas, in 1968, they represented almost 40 per cent. The number of passengers carried has increased five-fold in the last five years to almost 2¾ million in 1968.

Non-scheduled services and inclusive tours

	1963	1964	1965	1966	1967	1968
ALL NON-SCHEDULED SERVICES						
Capacity million short ton miles	333	413	153	588	597	667
Percentage increase		*24*	*10*	*30*	*2*	*12*
Of which:						
INCLUSIVE TOUR CHARTERS						
Capacity million short ton miles	46	73	98	173	205	263
Percentage increase		*59*	*34*	*77*	*19*	*28*
INCLUSIVE TOUR PASSENGER JOURNEYS						
Thousands	538	847	1,193	2,129	2,350	2,728
Percentage increase		*57*	*41*	*79*	*10*	*16*

BOAC

For the Corporation operating the long-haul services it was a year of fluctuation and their results are affected by the pilots' strike fom June 16 to July 4 inclusive.

Over the year as a whole the Corporation offered 4 per cent more capacity, but, although they carried more freight and mail than in the previous year, the loss of passengers resulted in a point fall in the overall load factor to 50.4 per cent on average.

Passengers carried on BOAC's Eastern routes increased by 2 per cent. Passenger traffic on these routes appears to have recovered from the effect of the strike since in the five months following the strike the increase in passengers carried was 14 per cent with much slower growth in the earlier months of the year.

On the Western routes growth after the strike was rather slower than before; in the months August to December 1968 passengers carried were 3 per cent more than in the comparable months of 1967, but in the first five months of the year the increase was nearly 5 per cent. Between the two years, total passenger traffic on Western routes fell by 5 per cent. Competition on the North Atlantic routes is intense – there are 12 airlines flying between the United Kingdom and North America – and so the passenger and cargo traffic diverted to other airlines during the strike may be difficult to recover completely.

BEA

For BEA the out-turn for 1968 was better than might have been expected from the results in the early part of the year. The improvement arose mainly from the Corporation's international services on which they carried nearly 6 per cent more passengers and freight. Aircraft miles flown were only slightly higher than in 1967, but with the larger aircraft coming into service the Corporation was able to offer 5 per cent more capacity on their

international services. Improved loads resulted in a point rise in the overall load factor to 57 per cent.

On their domestic services there was a fall of 1¼ per cent in miles flown and in capacity offered. Although passengers carried were nearly 2 per cent lower, there was a sharp rise of 16 per cent in freight uplifted and this helped to push the overall load factor to 61 per cent; a rise of one point above the 1967 figure.

Independent companies

The traffic carried by those companies operating scheduled services was less than in 1967. There were falls in all types of traffic except mail, which accounts for only a very minor part of revenue traffic. There were reductions of services mainly on the short cross-channel routes and particularly those of the vehicle ferries. By contrast, charter operations were markedly higher, particularly inclusive tours. During the year a number of companies replaced older fleet units by large modern aircraft so that, although miles flown on charter services was 6 per cent more than in the previous year, capacity offered was nearly 15 per cent more. The closure of two companies important in the field of charter operations brought a fall in these operations towards the end of the year.

Statistics of British airline operations are published regularly in the Board of Trade *Monitor Series*, obtainable from Her Majesty's Stationery Office by subscription. CA4 – Airline Operations, is published monthly and costs £1 per year and CA5 – Airlines, which includes also details of the aircraft fleets of British airlines and their utilization, is published quarterly at £2 10s. a year.

Table 1. Traffic of BOAC, BEA and the Independent Companies in 1967 and 1968

	Total			BOAC†			BEA			Independent companies		
	1968	1967	% increase on previous year	1968	1967	% increase on previous year	1968	1967	% increase on previous year	1968	1967	% increase on previous year
SCHEDULED SERVICES												
Aircraft miles flown (thous.)	154,040	152,600	0·9	73,371	70,578	4·0	54,848	54 669	0·3	25,821	27,353	–5·6
Passengers carried (thous.)	12,204	12,318	–0·9	1,474	1,513	–2·7	7,564	7,377	2·5	3,166	3,428	–7·6
Passenger miles (millions)	8,765	8,742	0·3	5,050	5,141	–1·8	2,855	2,736	4·4	859	866	–0·7
Available seat miles (millions)	15,608	14,979	4·2	9,301	8,867	4·9	4,673	4,508	3·7	1,632	1,604	1·9
Passenger load factor (%)	*56·2*	*58·4*		*54·3*	*58·0*		*61·1*	*60·7*		*52·6*	*54·0*	
Freight carried (short tons)	304,452	319,461	–4·7	50,203	46,033	9·0	126,074	115,013	9·6	128,175	158,405	–19·1
Mail carried (short tons)	24,098	22,897	5·2	7,746	7,346	5·4	15,402	14,632	5·3	950	919	3·4
Passenger load short ton miles (thous.)	838,714	831,839	0·8	497,121	501,391†	–0·9	262,191	250,795	4·5	79,402	79,653	–0·3
Freight load short ton miles (thous.)	288,757	273,678	5·5	209,014	195,981	6·7	49,470	45,297	9·2	30,273	32,400	–6·6
Mail load short ton miles (thous.)	47,919	44,117	8·6	40,302	37,065	8·7	6,671	6,187	7·8	946	865	9·4
Capacity short ton miles (thous.)	2,231,825	2,154,068	3·6	1,482,486	1,425,971	4·0	547,704	527,940	3·7	201,634	200,158	0·7
Overall load factor (%)	*52·7*	*53·4*		*50·4*	*51·5*		*58·1*	*57·3*		*54·9*	*56·4*	
NON-SCHEDULED SERVICES												
Aircraft miles flown (thous.)	58,983	56,661	4·1	2,744	2,698	1·7	2,457	3,174	–22·6	53,782	50,790	5·9
Capacity short ton miles (thous.)	666,792	596,563	11·8	48,878	45,010	8·6	27,635	36,475	–24·2	590,279	515,077	14·6
Passengers carried (no.)	3,911,271‡	3,370,605‡	16·0	12,518‡	13,734‡	–8·9	111,293	132,812	–16·2	3,787,460	3,224,059	17·5

† For BOAC the periods covered are December 31, 1967, to December 28, 1968, and January 1, 1967, to December 30, 1967.
‡ Passengers carried by BOAC on non-scheduled services for foreign operators are excluded from these figures.

Table 2. All British airlines – passengers carried on scheduled services

Thousands

	All Services			International			Domestic		
	1968	1967	% increase	1968	1967	% increase	1968	1967	% increase
January	640·2	651·9	–1·8	389·4	386·7	0·7	250·8	265·3	–1·1
February	602·4	587·8	2·5	358·6	337·1	6·4	243·8	250·6	–2·7
March	794·2	853·9	–7·0	482·7	496·6	–2·8	311·4	357·4	–12·9
April	989·9	925·3	7·0	604·9	539·1	12·2	385·0	386·2	–0·3
May	1,047·2	1 121·3	–6·6	598·7	626·6	–4·5	448·4	494·7	–9·4
June	1,265·5	1 320·1	–4·1	679·7	725·0	–6·2	585·8	595·1	–1·6
July	1,485·9	1,551·7	–4·3	790·7	829·2	–4·6	695·2	722·5	–3·8
August	1,551·8	1,596·8	–2·8	887·9	881·5	7·2	663·8	715·3	–7·2
September	1,395·1	1,449·6	–3·8	841·3	835·0	0·8	553·7	614·6	–9·9
October	972·3	969·0	0·3	594·7	569·2	4·5	377·6	399·8	–5·6
November	696·3	633·5	9·9	423·2	377·3	12·2	273·1	256·2	6·6
December	763·8	658·1	16·1	495·6	401·8	23·3	268·2	256·3	4·6
YEAR	12,204·6	12,318·0	0·9	7,147·4	7,005·1	2·0	5,056·8	5,314·0	–4·8

Table 3. All British airlines – freight carried

Short tons

	All Services			International			Domestic		
	1968	1967	% increase	1968	1967	% increase	1968	1967	% increase
January	20,006	20,672	–3·2	13,899	15,655	–11·2	6,107	5,018	21·7
February	20,462	20,036	2·1	14,197	15,053	–5·7	6,265	4,983	25·7
March	25,295	24,896	1·6	18,195	19,223	–5·0	7,100	5,673	25·2
April	25,080	25,265	–0·7	18,531	19,533	–4·9	6,549	5,732	14·3
May	25,921	26,574	–2·5	18,816	20,508	–8·1	7,105	6,066	17·1
June	26,282	31,867	–17·5	19,514	25,410	–23·2	6,770	6,457	4·8
July	28,003	31,367	–10·7	20,808	25,064	–17·0	7,195	6,303	14·2
August	28,303	32,535	–13·0	22,053	26,369	–16·4	6,250	6,166	1·4
September	30,810	33,835	–8·9	23,949	26,666	–10·2	6,861	7,170	–4·3
October	27,196	26,924	1·0	19,747	19,682	0·3	7,449	7,242	2·9
November	23,930	23,428	2·1	17,133	16,415	5·7	6,797	7,013	–3·1
December	23,164	22,062	5·0	17,144	15,601	9·9	6,020	6,461	–6·8
YEAR	304,452	319,461	–4·7	223,986	245,179	–8·6	80,468	74,284	8·3

SPOTLIGHT ON OVERSEAS TRADE No. 24

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Exhibitions and Fairs

Poznan Fair gives fresh impetus to trade discussions

A report from the Commercial Section, British Embassy, Warsaw

TEN DAYS of almost continuous sunshine highlighted the brilliance and colour of the 38th Poznan International Fair held this year from June 8 to 17. Over 400,000 visitors thronged to the fair grounds to see this most important event of the year in the Polish commercial world. Poznan can claim with Hanover and Leipzig to be one of the major trade fairs in Europe.

The total area covered by the fair, including the waterside area by the Malta Lake, exceeded 250,000 square metres. Less than half of the space available to exhibitors was taken by Polish organizations, and the majority of the area was occupied by exhibitors from 40 foreign countries, including 26 European countries, 6 from the American continent and 5 from Asia.

In previous years the fair extended over a full 15 days but this year the period was reduced to 10 days, a decision by the fair authorities which has met with approval from all participants.

The British Pavilion, again organized by the Board of Trade, comprised two halls and an outdoor display area covering a total of nearly 4,700 square metres. Some 79 stands were erected in this area and nearly 130 individual British companies participated in the exhibition. Again British exhibitors' displays concentrated mainly on manufactured and capital goods, covering a wide field from light office machinery, laboratory and medical equipment, to heavy industrial plant and materials. Particular emphasis was given to electronic equipment, instrumentation and industrial control apparatus. The high degree of specialization and precision work evident throughout the pavilion impressed even the most casual visitor and earned particularly warm praise from visiting engineering experts and not least from official visitors to the pavilion. These included the Polish Prime Minister, Mr. Jozef Cyrankiewicz, the Polish Minister of Foreign Trade, Mr. Janusz Burakiewicz, the Polish Minister of Heavy Industry, Mr. F. Kaim and the Russian Vice-Minister of Foreign Trade, Mr. Nikolay Komarov.

Lord Brown, Minister of State, Board of Trade, was invited to Poznan as a guest of the Polish Government. After visiting several of the Polish pavilions he called on each of the stands in the British Pavilion. British Day was on June 13 and Lord Brown attended a reception given in the evening by the British exhibitors for Polish commercial and official guests.

The general feeling at the end of the fair was one of satisfaction despite the absence of any spectacular large contracts. Some Polish foreign trade enterprises reported notable successes.

Among British exhibitors there was relief at the increased availability of foreign exchange but this feeling was not shared by the customers of METRONEX, the foreign trade enterprise dealing with instruments, laboratory apparatus, etc., which was still handicapped by a shortage of funds. However, British companies who were exhibiting in Poznan for the first time were generally enthusiastic about prospects in the Polish market as revealed by the fair. In addition, many of the regular British exhibitors expressed agreeable surprise at the number of new contacts established as a result of the increased interest in the British Pavilion by visitors from neighbouring East European countries.

No major successes were announced during the fair by any British exhibitors but serious discussions were said to have been undertaken or set in motion by most exhibitors. Because of the shorter duration of the fair this year, it was more than ever necessary to continue business discussions at the head offices of the organizations concerned, mainly in Warsaw. Unfortunately an International Congress with 1,500 foreign guests was being held at the time, ed. But the British visitors accepted this and serious accommodation problems develop-philosophically.

Board of Trade support for 1,000 UK firms overseas

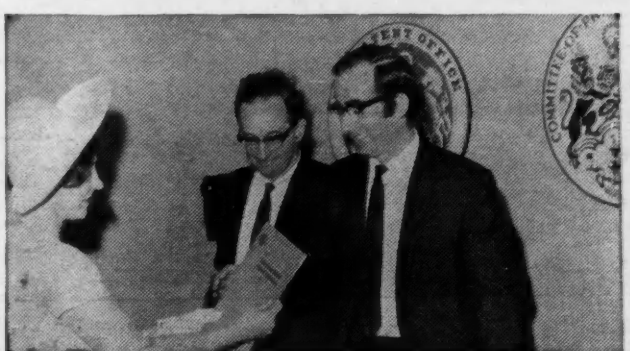
OVER THE next three months more than 1,000 British firms will be given Board of Trade support at 57 exhibitions in 27 overseas countries. This is a part of the continuing export drive, referred to by Mr. Anthony Crosland, President of the Board of Trade, in the Parliamentary debate on export promotion. Mr. Crosland said that in 1966 Government support had been given to 3,800 firms taking part in 155 exhibitions. Last year 5,300 firms were assisted at 239 exhibitions and expenditure had risen from £1.3 million to £4.2 million.

British firms are exhibiting at trade fairs in all the commercial centres of the world, from Tokyo to New York and from Moscow to Auckland. Among the extensive range of industries and specialized skills on show will be educational equipment, household goods and hardware, jewellery, contractors' plant and equipment, business machinery, building materials and techniques, automation and scientific instruments.

September is a particularly busy month, with the Board of Trade supporting British groups at 36 events including the trade fairs at Brno, Nairobi, Vienna, Moscow and Frankfurt. There are also major British Weeks in Tokyo and Vienna. There will be British Pavilions at Plovdiv (Bulgaria), which will display a wide cross-section of specialized machinery, industrial and technical equipment, and at Auckland, with British goods ranging from engineering equipment to sports gear. British Engineering Weeks are also being held at Kuala Lumpur and Singapore during September.

On every day of the week over the next three months British firms, with the help of the Board of Trade, will be exhibiting in cities all over the world and thus increasing the export trade in a wide range of products. The assistance given to these firms is not only financial but is also backed up by export advice and guidance from officers who have had years of trade promotion experience.

During his visit to the Poznan International Trade Fair, Lord Brown, Minister of State, Board of Trade (centre), examined a Coles Hydra 300T 30-ton capacity telescopic jib crane, which made its Polish debut at the show. He is pictured discussing the machine's export sales potential with Mr. A. D. Steel (right), overseas sales director, and Mr. Robert Brouwer, sales executive, on the stand of the British Crane & Excavator Corporation Limited.



Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, visits the stand organized by the Board of Trade for the Patent Office at Interplas '69, Olympia.

Successful showing at New York photography show

By K. McNamara, Commercial Officer, British Consulate-General, New York

WIDELY PUBLICIZED as the greatest and the most spectacular show ever to be held in the Western Hemisphere, Photo Expo '69 opened at the New York Coliseum on June 15. Over a number of years, the show has been developed largely as a consumer show by its sponsor, the National Association of Photographic Manufacturers, but Photo Expo '69 was also a trade show, and was supported by 16 photographic organizations. Technical sessions were arranged to suit their requirements. The total attendance over the 9-day period amounted to 97,000, which included a record attendance of 5,200 dealers and photofinishers. All four floors of the Coliseum were packed to capacity with photographic equipment, accessories, and materials for both amateur and professionals. Slide shows and demonstrations of equipment were part of the programme for the general public.

A group of 17 British companies sponsored by the British Photographic Export Group in conjunction with the Board of Trade took part in a joint British venture. Of the 17 companies, 14 displayed industrial and professional equipment which included photo finishing equipment, enlargers, copying equipment, darkroom accessories, studio equipment, automated colour print processing equipment, lighting equipment, colour film processing equipment and cameras. Three British companies exhibited consumer products which included camera accessories, colour prints and transparencies, sprays and 8 mm home movie films. British participants generally regarded the event as a great success, particularly as it was the first effort in the United States on the part of the British Photographic Export Group which was formed only four years ago for the sole purpose of consolidating the export efforts of a large number of comparatively small British companies involved in the photographic industry. Of a total of 45 members in the group, 17 were exhibitors. Several companies obtained substantial orders on the floor of the exhibition, and at least three companies who were seeking representation in the United States achieved that object.

Much of the equipment shown by the British companies was newly developed and indications were that it would find a ready market in the United States. The heavy involvement of several large domestic companies in consumer photographic equipment and accessories, coupled with intense competition from Japanese and Federal German Republic manufacturers, make this particular sector of the market difficult to penetrate. On the industrial side, however, the picture is much brighter. British companies undoubtedly have the technical know-how. Providing they continue to concentrate on the development of new equipment, combined with sufficient production capability, they should find the United States market a lucrative one.

Photo Expo '69 was the first of a series of events and it is planned to hold the next in Chicago in April 1971. The object of these expositions is to bring to both the public and industry the latest developments in the 'universe of photography'.

Drive on US electronics market

THE ELECTRONIC Engineering Association is again to sponsor participation by British companies in the Institution of Electrical and Electronics Engineers' Electronics Exhibition in New York, which takes place in the New York Coliseum from March 23 to 26, 1970. United Kingdom companies exhibiting under the EEA's sponsorship will thus qualify for financial assistance under the Board of Trade joint venture scheme.

This will be the third consecutive EEA sponsored group to take part in this annual event. In 1968 only eight companies exhibited, but this rose to 32 in 1969. Already 10 of the companies that took part this year have applied for space in the 1970 event, and the EEA anticipates wide interest from others in the industry.

Companies seeking further details should contact the Information Office, Electronic Engineering Association, Berkeley Square House, Berkeley Square, London, W.1.

British Shopping Week for Genk

A BRITISH Shopping Week will be held in the Belgian town of Genk in the Limbourg province from October 17 to 25.

This promotion, which has the support of the Board of Trade, the British National Export Council and the British Embassy in Brussels, will be known locally as 'British Week in Genk' and will be staged in the town's new Shopping Centre. About 30 shops including such well-known stores as Au Bon Marche and Sarma will take part.

The Shopping Centre Committee which is organizing the event hopes to arrange a series of attractions including British policemen, a military band, Scots pipers, a display of new and vintage cars, replicas of the Crown Jewels and a Whitbread pub. It is also hoped that a fashion show will be staged there, and it is probable that the Belgian Association of Scotch Whisky Importers will organize an event and may open a Scotch Bar in the Centre for the duration of the promotion.

The British Shopping Week in Genk offers opportunities mainly to firms who are already established in the Belgian market and these firms are urged to encourage their local representatives to take full advantage of this event. Firms without representation should address their commercial inquiries in the first place to: Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757). Telex 886143, Answer Back BOT Hillgate, or their nearest Board of Trade Regional Office.

Lists of expressions of interest in British goods by the local shopkeepers are available from Mr. H. S. L. Tottenham, BNEC Export Council for Europe, 614 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Discussing British photographic equipment on display at Photo Expo '69, New York, left to right: Mr. H. Curtis, Mr. G. Wilkinson of the British Photographic Export Group, Mr. John Freeman, the British Ambassador; and Mr. Keith Glanvill of Glanvill Manufacturing Co. Ltd.

British hovercraft in Ottawa, The Cushioncraft CC-7 (foreground) and HA-5 Hoverhawk manoeuvring at speed on the Ottawa River against a backdrop of Canada's Parliament Buildings. The demonstration was designed to show interested Canadians some of the wide ranges of craft that Britain's hovercraft industry can offer. *(See report on page 116 of this issue).*

British firms get on the bandwagon in Chicago

By A. W. Dexter, British Consulate-General, Chicago

IT IS SAID that the sweetest music in the world is the jingle of the cash register. The participants in the recent joint venture display at the 68th annual Music Show in Chicago know that this event gives foreign companies considerable advantages in tackling what is not only the biggest market in the world but also the toughest.

Twelve British companies took part in the official display at the Conrad Hilton Hotel from June 22 to 26. Eleven had participated in last year's pioneer effort so they knew what to expect. Without exception they all regarded this event not as an end in itself but as part of a complete merchandising concept. Exposure to customers, retailers and wholesalers is important even when one already has an American agent or distributor.

Pianos from Alfred Knight and Bentley were in separate rooms on the seventh floor of the hotel, along with some two dozen other makes of American and imported pianos. The other 10 British members of the joint venture team were located in one of the hotel's exhibit halls, in stands designed and erected by the Central Office of Information. Together they represented a fair cross-section of the British industry. Their products included bagpipes, band instruments, percussion instruments, amplifiers, strings, piano actions and lighting effects. The only newcomer was the trade paper *Piano World and Music Trades International*.

For the second year this was the only group presentation by any foreign country. In a year when the American music trade as a whole lost some of its past exuberance and attendance at the show was somewhat reduced due to the emergence of a new exhibition in Las Vegas only a month earlier, the achievement of the British exhibitors were commendable. In the only published report on the show we have seen so far in a trade paper, prominent mention was made of the British exhibit in the very first paragraph, with a special comment on their 'quiet, sophisticated approach'. Two of our exhibitors said this was the best American show they had yet taken part in (and for one of them it was the 19th successive year). Dallas Arbiter, in the last half-hour of the show, signed an agreement with the Fred Gretsch Company for the national distribution of their 'Sound City' amplifiers: Gretsch are already handling the British-made Baldwin guitars. Alfred Knight was feted at a '70½ birthday' party by 200 American competitors, dealers and technicians, receiving a taxi cab full of presents into the bargain. Other firms lined up new dealers or aroused interest among wholesalers.

Next year's exhibition will again be in the same location, from June 28 to July 2. There are possibilities of obtaining more space and in 1971 there will be new opportunities when the event moves to the rebuilt McCormick Place. Maurice Woolf of Rose Morris, currently president of the Association of Musical Instrument Industries, co-sponsors with the Board of Trade of the joint venture exhibit, ably represented the British industry and is well qualified to show other would-be participants how to 'get on the bandwagon'.

A shipment of Hy-Mac all-hydraulic excavators have left London Docks for Hy-Mac Africa (Pty) Limited. The three machines, a Hy-Mac 610 wheeled excavator fitted with backacter equipment and alternative materials handling boom with 1 cu. yd. rehandling grab, the Hy-mac 580BT (seen in picture) and new Hy-mac 880, will be displayed at the South African Construction Machinery Exhibition, Johannesburg, July 30-August 7. The Hy-mac 880 will make its debut at the exhibition, after which it will go on an introductory demonstration tour throughout Africa.

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.

Big Soviet order after Automation '69

PYE UNICAM LTD., a Pye of Cambridge Group company, have received orders totalling over £110,000 from the Soviet Union for scientific instrumentation. The orders, which came only a few days after the close of the giant Moscow based Automation '69 Exhibition, in which the company participated in a joint venture organized by SIMA and the Board of Trade, are for chromatographs and spectrophotometers. These instruments are for accurate analyses or quality control in many industries including paint, pharmaceuticals and cosmetics. They are also used extensively in the medical field. Also included in the order are two Unicam SP3000 spectrophotometers, said to be one of the most sophisticated analytical instruments in the world. The SP3000 spectrophotometer, on show for the first time in the Soviet Union at Automation '69, has already won for Pye Unicam Ltd. the American IR100 Award and contributed to the company's Queen's Award this year for technological innovation.

$100,000 sales at Chicago ASTME

SEVENTY-FIVE metal-cutting bandsaws worth over $100,000 were sold at the recent Chicago ASTME show by Startrite Machine Tool Co. Ltd. This included all 25 machines that Startrite took to the show. 50 per cent of the machines sold were vertical bandsaws. Mr. N. J. Saxton, director of Startrite and in charge of exports, commented, 'By the end of the calendar year 1969 our business in the United States will show at least 50 per cent increase over 1968, and my mid-1970 we estimate our exports there will have doubled to $½ million per annum'.

During the show a further eight area distributor/stockists were established throughout the United States making a current total of 30, as well as 12 dealer/stockists in the Mid West under the organization of the Chicago distributors.

Startrite had three adjacent booths at the show – one in the British section organized by the Machine Tool Trades Association and sponsored by the Board of Trade.

Export boost at Hanover Fair

'TREMENDOUS' international interest in its range of pneumatic valves has been reported by Capsula Pneumatics Limited of Feltham, Middlesex, as a result of showing at the Hanover Fair. Apart from initiating negotiations which if successful would mean more than £50,000 of sales of Capsula valves (one inquiry alone was for 8,000 units), the company reports that nearly 40 inquiries were received from overseas companies wishing to enter into marketing agreements for Capsula equipment, including EFTA countries, Japan, East Germany and Israel.

The company exhibited at Hanover in association with the British Compressed Air Society and the Board of Trade.

Successful United States launch

MR. T. I. BROCK, managing director of L. & T. I. Brock Limited Coventry, has returned from the United States 'well pleased' with the results of the recent ASTME Exhibition in Chicago. 'A number of original equipment manufacturers and distributors have already placed orders after seeing the 'Tangi-Flow' roller box tools exhibited and demonstrated at the Chicago show. Further orders will follow in due course,' he said.

The Board of Trade and the Machine Tool Trades Association collaborated in the organization of a joint venture for the ASTME exhibition.

Export success at Interplas

GKN ENGINEERING have announced that during sidiaries Windsor and Peco took firm orders for 93 machines valued at £820,000 of which £320,000 is export. The firm inquiries of both companies total approximately £1,600,000, of which a major portion is export.

GKN Engineering, who claim to be the largest manufacturers of plastics machinery in the Commonwealth, are now actively considering plans for expansion of production facilities in the United Kingdom, Germany and India.

New counting machines for Milan

TWO MACHINES designed to count stacks of paper rapidly and automatically, and the world's first machine to count and batch carton-blanks, will be on show in Italy for the first time at GEC '69 (to be held in Milan, October 4-12). All three machines – the 'Minivac', the 'Super Two' and the 'Carton Blank Counter' – have done well in the United Kingdom since their introduction last year, and the manufacturers, Vacuumatic Ltd., are confident that similar interest will be shown when the machines are unveiled in Italy.

The British joint venture at GEC '69 is being organized by the Board of Trade in co-operation with the British Printing Machinery Association.

Raleigh at Tehran

RALEIGH INDUSTRIES LTD. of Nottingham, are participating in the 2nd Asian Trade Fair in Tehran (October 5-24), where the Board of Trade are organizing a British Pavilion.

Visitors to the Raleigh stand will see, not the traditional bicycles which are well known in Iran, but a comprehensive display of variable hub gears, brakes and lighting equipment from their associate company, Sturmey-Archer Gears Ltd. Since their foundation in 1902, the company have manufactured over 60 million gear units for cyclists and almost every country in the world.

British hovercraft make their mark in Ottawa

A report from the Commercial Department, British High Commission, Ottawa

CANADA has long been recognized as one of the world's great potential markets for hovercraft. To take only one application, her enormous mineral wealth, locked within vast areas of muskeg, ice, snow and wilderness threaded with great lake and river systems, needs for its exploitation unique transportation systems. The recent discovery of vast oil reserves on the North Slope of Alaska, adjacent to the Canadian border, has brought home the realization that a revolution in off-road transportation will be necessary to unlock this wealth and get it out to the markets of the world.

It was against this background that four British hovercraft came to Canada this spring. They were the HM 2 Surveymarine, a 20-ton sidewall craft built by Hovermarine Limited, Southampton; the CC 7, an 8-10-seater amphibious hovercraft owned by the Ministry of Technology and built by Cushioncraft Limited, Isle of Wight; and two Hoverhawks, small 2-seater craft made by Hover-Air Limited, Peterborough.

The craft were first put through their paces before a Canadian audience at Montreal on June 11. Familiar with British hovercraft through the exposure of SRN 6's at Expo '67, the city viewed its biggest concentration of hovercraft so far with lively interest. The first demonstration was for the benefit of press, radio and television, all of which subsequently did full justice to an occasion for which their coverage of the CC 7 shooting the Lachine rapids on its way up the St. Lawrence River had provided a dramatic curtain-raiser. The hovercraft's major Montreal performance, however, was reserved for delegates attending the Third Annual Canadian Symposium on Air Cushion Technology, to which the small fleet was part of the British contribution. Over 200 delegates watched the three types show off their points on June 12, and stayed for trips on the craft and a reception given by Mr. J. R. Cross, Senior Trade Commissioner in Montreal. The next day was taken up with commercial demonstrations and rides for, amongst others, members of the Royal St. Lawrence Yacht Club which had made its excellent facilities available throughout.

The craft then sailed up the Ottawa River to the capital over the weekend June 14-15. Their aim was to demonstrate to a cross-section of Canadian Government officials and others, by means of a three-day programme arranged by the British High Commission and the Ministry of Technology, the capability of Britain's hovercraft industry to help meet some of Canada's singular transportation requirements.

The programme opened on June 16, with a preview demonstration for the press by all craft on the Ottawa River. It served as a useful precursor to the following day's main effort.

When the British High Commissioner, Sir Colin Crowe, welcomed a large audience, some of whom had come from as far afield as Washington, to a detailed presentation on 'British Hovercraft Today' in the conference room of the British High Commissioner in Ottawa. Rear-Admiral Dossor, Director of Hovercraft, Ministry of Technology, gave the first paper and representatives of all three companies gave in-depth presentations on their craft.

After lunch the presentation audience adjourned to the grounds of Earnscliffe, the British High Commissioner's residence on the Ottawa River, which provided a superb grandstand for viewing a programme of demonstrations by, and rides on, the craft. Later this audience was joined by Canadian Ministers and senior officials at an open-air reception given by the British High Commissioner.

On June 18, Hoverhawks put on a separate demonstration for commercial contacts at a nearby marina.

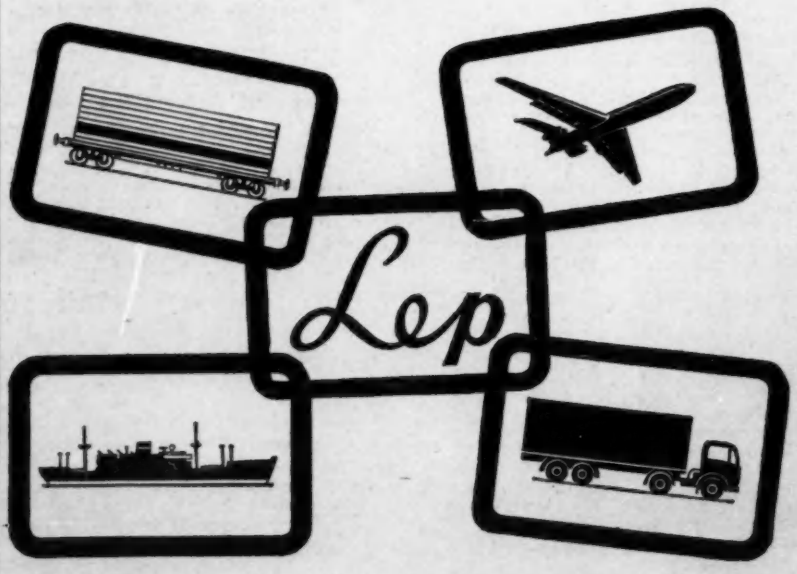
British Hovercraft in Ottawa was a short, hard-hitting exercise designed to show Canadian decision-makers some of the wide range of craft that Britain's hovercraft industry can now offer. It was a happy coincidence that on the day following the conclusion of the programme the sale of a further two British Hovercraft Corporation SRN 6's for use in Canada's Northern Territories was announced.

British store promotion in Virginia

THE S.H. HEIRONIMUS COMPANY, Roanoke, Virginia, United States, is staging a promotion of British goods from October 6-18 this year. The Board of Trade is assisting the store by providing display material.

The promotion will feature the following products: men's wear, women's wear, children's wear, silverware, toys, gourmet foods, furniture, piece-goods and art needlework.

All inquiries concerning merchandise should be made to the store's London buying house: Dean Warburg Ltd., 81 New Bond Street, London, W.1 (Tel. 01-493 9636). Further particulars about the promotion itself may be obtained from Mr. R. A. Hillier, British Weeks and Store Promotions Directorate, Hillgate House, Tower Block, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7215).



All the way ...

The seventy offices and depots of the Lep Organisation in the United Kingdom work with more than 50 Lep overseas companies as well as with an extensive network of agents to provide a complete international transport service for the exporter. Whether your goods go by air, rail, road or sea, the Lep Organisation will take care of collection, documentation, insurance, packing, warehousing, despatch — in fact, the complete transport operation right through to delivery.

For full details of Lep Services, please contact:—

Lep Transport Ltd.
Head Office: Sunlight Wharf, Upper Thames Street, London, E.C.4. Telephone: 01-236 5050
Telex: Transport Ldn. 887282/3

or your local Lep Transport Office.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

Indonesia

UNDER AN agreement recently signed in Djakarta Britain is making a loan of £500,000 to Indonesia for the purchase of a wide range of British goods. The loan is for 25 years, is interest free, and has a seven-year grace period for repayments.

This is the fourth aid agreement between the United Kingdom and Indonesia to be signed this year and brings the total of new aid made available by the British Government to Indonesia in 1969 to £1,715,000.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253), quoting reference No. CRE 25670/G.

South Africa

THE DOUBLE Taxation Convention with South Africa has been published as the Schedule to an Order in Council numbered SI 1969 No. 864.

Trinidad and Tobago

THE BOARD of Inland Revenue announce that discussions have been held in Port of Spain about the revision of the Double Taxation Agreement between Trinidad and Tobago and the United Kingdom signed on December 29, 1966. Agreement was reached at the official level on the terms of an amending protocol, the text of which will now be submitted to governments.

Austria and Bulgaria

THE AUSTRIAN Federal Chamber of Commerce Journal *Internationale Wirtschaft* of June 20, published details of the Protocol for 1969 to the Austro/Bulgarian Trade Agreement (1968-72) which was signed in Sofiia on May 27, 1968. The Protocol, which was agreed by the Austro/Bulgarian Mixed Commission and approved by the Austrian Government, sets out in detail the agreed quotas of commodities to be imported into both countries in 1969 and a list of Bulgarian goods which may be exported to Austria free of quota restrictions but still subject to automatic import licensing. Detailed information is available in the German language.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E.53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Tunisia and Pakistan

THE TUNISIAN *Journal Officiel* of May 16-23, 1969 announced the renewal, for a further year from April 1, 1969 of the trade agreement of 1965 between Tunisia and Pakistan. There has been no change in quotas compared with the previous year (see *Board of Trade Journal* of May 31, 1968). All imports will be made according to need.

Further inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Tunisia and the USSR

THE TUNISIAN *Journal Officiel* of June 3, 1969 published details of the long-term trade agreement of 1962 between Tunisia and the USSR as it applies for 1969. There have been several changes in quota arrangements compared with the previous year (see *Board of Trade Journal*, of April 1, 1968) and details of these amendments can be obtained from Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467/482).

Tunisia and Rumania

THE TUNISIAN *Journal Officiel* of May 16-23, 1969 announced the renewal for a further year from March 1 of the trade agreement of 1964 between Tunisia and Rumania. Details about quota arrangements and any further information regarding this notice can be obtained from Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467/482).

Tunisia and Czechoslovakia

THE TUNISIAN *Journal Officiel* of May 16-23, 1969 contained details of the trade agreement of 1964 between Tunisia and Czechoslovakia as it applies for 1969. There have been several amendments to quota arrangements and any inquiries regarding these changes should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467/482).

The 11th European Machine Tool Exhibition in Paris ended on July 2. On the stand of Payne Products International, of Slough, M. P. L. Jourdain (right) of the French Meissier concern, looks over the 36 in. Lapmaster flat lapping machine which was delivered to him at the exhibition's close. Meissier will use the machine, its third, for lapping certain components for the Concorde's landing gear. In conjunction with their agents, R. S. Stokvis et Fils, Payne Products International has now sold over £1½ million worth of lapping machinery in France since 1961.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the **Board of Trade Journal** *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1* **(01-248 9876, Ext. 6147).**

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterick in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ALGERIA

Bulletin 123/69

ALGERIAN MINING AND QUARRYING ORGANIZATION:
Drilling Equipment, Earthmoving Equipment, Electrical Equipment, Machine Tools. Closing date not stated. E.S.B. 26937/69/J.

ANGOLA

Bulletin 125/69

DIRECCAO PROVINCIAL DOS SERVICOS DE AGRICULTURA E FLORESTAS:
Tractors, Disc Harrows, Trailers. July 21. E.S.B. 27427/69/J.

ARGENTINA

Bulletin 124/69

GAS DEL ESTADO:
Construction of De-hydration Plant. July 30. E.S.B. 27117/69/J.

Bulletin 125/69

SECRETARIA DEL CONSEJO DE DESARROLLO:
***117s. (In Spanish.) Mathematical Study/Survey. (Pre-qualification.) July 30. E.S.B. 27419/69/J.**

AUSTRALIA

Bulletin 123/69

PINE RIVERS SHIRE COUNCIL:
***43s. Sewerage Treatment Plant. July 28. E.S.B. 26899/69/J.**
STATE STORES BOARD:
***4s. Camera. July 28. E.S.B. 26910/69/J.**
Videotape Recorder. July 25. E.S.B. 26909/69/J.
BRISBANE CITY COUNCIL:
***47s. Transformers. July 23. E.S.B. 26900/69/J.**
***34s. Cable and Accessories. July 23. E.S.B. 26887/69/J.**

Bulletin 126/69

ROCKHAMPTON CITY COUNCIL:
***72s. Pumping Plant and Accessories. July 21. E.S.B. 27703/69/J.**
SOUTHERN ELECTRICITY AUTHORITY OF QUEENSLAND:
***27s. Fault Location Equipment. August 28. E.S.B. 27702/69/J.**
PUBLIC WORKS DEPARTMENT:
Dredging and Reclamation of Harbour. August 20. E.S.B. 27715/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
Multipoint Creep and Stress Rupture Testing Machine. July 21. E.S.B. 27490/69/J.
POSTMASTER-GENERAL'S DEPARTMENT:
Switching Equipment. October 16. E.S.B. 27485/69/J.
Carrier Equipment. August 26. E.S.B. 27486/69/J.

Bulletin 127/69

PUBLIC WORKS DEPARTMENT:
Dredging and Reclamation Project. (Further Information.) E.S.B. 26879/69/J.

AUSTRIA

Bulletin 125/69

STADTBAUAMT DES STADTAMTES GMUNDEN:
Thermal Disinfection Works. July 21. E.S.B. 27414/69/J.

BRAZIL

Bulletin 127/69

COMPANHIA AUXILIAR DE EMPRESAS ELECTRICAS BRASILEIRAS:
Transmission Line Tools and Equipment. August 11. E.S.B. 27746/69/J.

BURMA

Bulletin 124/69

INDUSTRIAL DEVELOPMENT CORPORATION:
***10s. Bag Manufacturing Supplies. July 28. E.S.B. 27154/69/J.**

Bulletin 126/69

***3s. Pulverizing Machine. July 31. E.S.B. 27475/69/J.**
BOARD OF MANAGEMENT FOR THE PORT OF RANGOON:
Hand Tools, Emery Wheels. July 31. E.S.B. 27467/69/J.

Bulletin 127/69

PEOPLE'S OIL INDUSTRY:
***15s. Aircraft Fuel. September 8. E.S.B. 27914/69/J.**
PEOPLE'S BAWDWIN INDUSTRY:
***3s. Bitumen; Coal Tar. July 25. E.S.B. 27915/69/J.**
***3s. Electric Motors. July 25. E.S.B. 27917/69/J.**

CEYLON

Bulletin 126/69

NATIONAL TEXTILE CORPORATION:
Cotton Yarn. July 22. E.S.B. 27472/69/J.

Bulletin 127/69

TENDER BOARD:
***25s. Textile Dyes; Chemicals. September 14. E.S.B. 27797/69/J.**
STATE ENGINEERING CORPORATION:
***4s. Construction Machinery, Machine Tools. July 31. E.S.B. 27800/69/J.**
CEYLON TYRE CORPORATION:
Fire Trailer Pumps. July 22. E.S.B. 27798/69/J.

CHILE

Bulletin 126/69

EMPRESA NACIONAL DE ELECTRICIDAD SA:
***54s. (in Spanish.) Aluminium Conductors. August 27. E.S.B. 27483/69/J.**

COLOMBIA

Bulletin 123/69

EMPRESA PUERTOS DE COLOMBIA:
Fork-Lifts. August 1. E.S.B. 26908/69/J.

Bulletin 127/69

EMPRESA DE ENERGIA ELECTRICA DE BOGOTA:
Substation Equipment. August 18. E.S.B. 27763/69/J.
Transformers. August 4. E.S.B. 27765/69/J.
CORPORACION AUTONOMA REGIONAL DEL CAUCA:
Transformer and Ancillary Equipment. July 21. E.S.B. 27761/69/J.
ELECTRIFICADORA DE BOYACA:
Power Transmission Lines. July 22. E.S.B. 27764/69/J.
EMPRESA DE TELEFONOS DE BOGOTA:
Transmission Equipment. July 23. E.S.B. 27762/69/J.

CONGO, DEMOCRATIC REPUBLIC

Bulletin 126/69

CONSEIL DES ADJUDICATIONS DE L'INSTITUT NACIONAL POUR L'ETUDE AGRONOMIQUE DU CONGO:
***1s. (In French.) Transceivers. August 22. E.S.B. 27500/69/J.**

COSTA RICA

Bulletin 123/69

CONSEJO MUNICIPAL DE DISTRITO DE LA CRUZ:
***3s. (In Spanish.) Diesel Generating Plant. August 4. E.S.B. 26933/69/J.**

Bulletin 125/69

CAJOR COSTARRICENSE DE SEGURO SOCIAL:
***1s. (In Spanish.) Chemicals, Pharmaceuticals. July 21. E.S.B. 27407/69/J.**

ETHIOPIA

Bulletin 124/69

MINISTRY OF EDUCATION AND FINE ARTS:
***13s. TV Receivers, Batteries, Fan, Floor Polishing Machine. September 30. E.S.B. 26987/69/J.**

GERMANY, FEDERAL REPUBLIC OF

Bulletin 127/69

NIEDERSAECHSISCHES HAFENAMT:
Crane. July 22. E.S.B. 27758/69/J.

GREECE

Bulletin 124/69

MINISTRY OF TRADE:
***19s. Communications Equipment. (Further Information.) Closing date postponed to July 21. E.S.B. 25855/69/J.**

Bulletin 126/69

RIZARIOS ECCLESIASTICAL SCHOOL:
***76s. Construction of Tourist Building Complex. November 19. E.S.B. 27196/69/J.**
GREEK STATE RAILWAYS:
***Safety Glass. July 25. E.S.B. 26827/69/J.**
MINISTRY OF TRADE:
***4s. Pumps. July 25. E.S.B. 27709/69/J.**
***Washing Machine, Pump, Electric Cleaners, Hand Dryers, Refrigerator. July 23. E.S.B. 27711/69/J.**

Bulletin 127/69

***4s. Isotope Instruments and Apparatus. July 30. E.S.B. 27708/69/J.**
***3s. Transceivers. July 28. E.S.B. 27741/69/J.**
PUBLIC POWER CORPORATION:
Lightning Arresters. August 7. E.S.B. 27903/69/J.
Compressor. July 30. E.S.B. 27902/69/J.
Condenser Units. August 6. E.S.B. 27785/69/J.
Time Switches. August 4. E.S.B. 27784/69/J.
Relays. July 31. E.S.B. 27782/69/J.

HONG KONG

Bulletin 127/69

CENTRAL TENDER BOARD:
***9s. Asbestos Cement Pipes and Accessories. July 25. E.S.B. 27493/69/J.**

INDIA

Bulletin 124/69

HARYANA STATE ELECTRICITY BOARD:
Circuit Breakers with Control Panel. September 24. E.S.B. 27113/69/J.
HINDUSTAN CABLES LTD.:
***7s. Copper Wire Bars. (Further Information.) E.S.B. 26884/69/J.**

Bulletin 125/69

UPR STATE ELECTRICITY BOARD:
Mosaic Control Board. August 1. E.S.B. 27412/69/J.

Bulletin 126/69

INDIAN RAILWAY BOARD:
Locomotive Tyres. (Further Information.) E.S.B. 25019/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
***4s. Valves. (Further Information.) E.S.B. 26545/69/J.**

Bulletin 127/69

Integral Line Assembly. July 23. E.S.B. 27491/69/J.
HINDUSTAN STEEL LTD.:
Rolls for Bar, Blooming, Billet and Sheet Mills. August 12. E.S.B. 27767/69/J.
HEAVY ENGINEERING CORPORATION LTD.:
Furnaces. These will now be obtained from local sources. E.S.B. 25848/69/J.

IRAN

Bulletin 127/69

IRANIAN STATE RAILWAYS:
***9s. Nuts and Bolts. August 6. E.S.B. 25082/69/J.**

IRAQ

Bulletin 124/69

ADMINISTRATION OF DISTRIBUTION OF OIL PRODUCTS:
Cable, Electrical Materials. July 29. E.S.B. 26997/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
***41s. Diesel Operating Set. (Further Information.) E.S.B. 24339/69/J.**
MINISTRY OF INDUSTRY:
***9s. Rolled Steel Joists. July 29. E.S.B. 27120/69/J.**
STATE ORGANIZATION OF INDUSTRY:
Chain. July 24. E.S.B. 26970/69/J.
***24s. Fire Bricks, Steel Balls. July 31. E.S.B. 26975/69/J.**
***Paper and Board. August 6. E.S.B. 26967/69/J.**
GOVERNMENT SPINNING AND WEAVING ADMINISTRATION:
Machine Belts. July 24. E.S.B. 26969/69/J.
IRAQI PORTS ADMINISTRATION:
Water Coolers. July 23. E.S.B. 26972/69/J.
MOSUL CEMENT COMPANY:
Conveyor, V-Belts. August 28. E.S.B. 27107/69/J.

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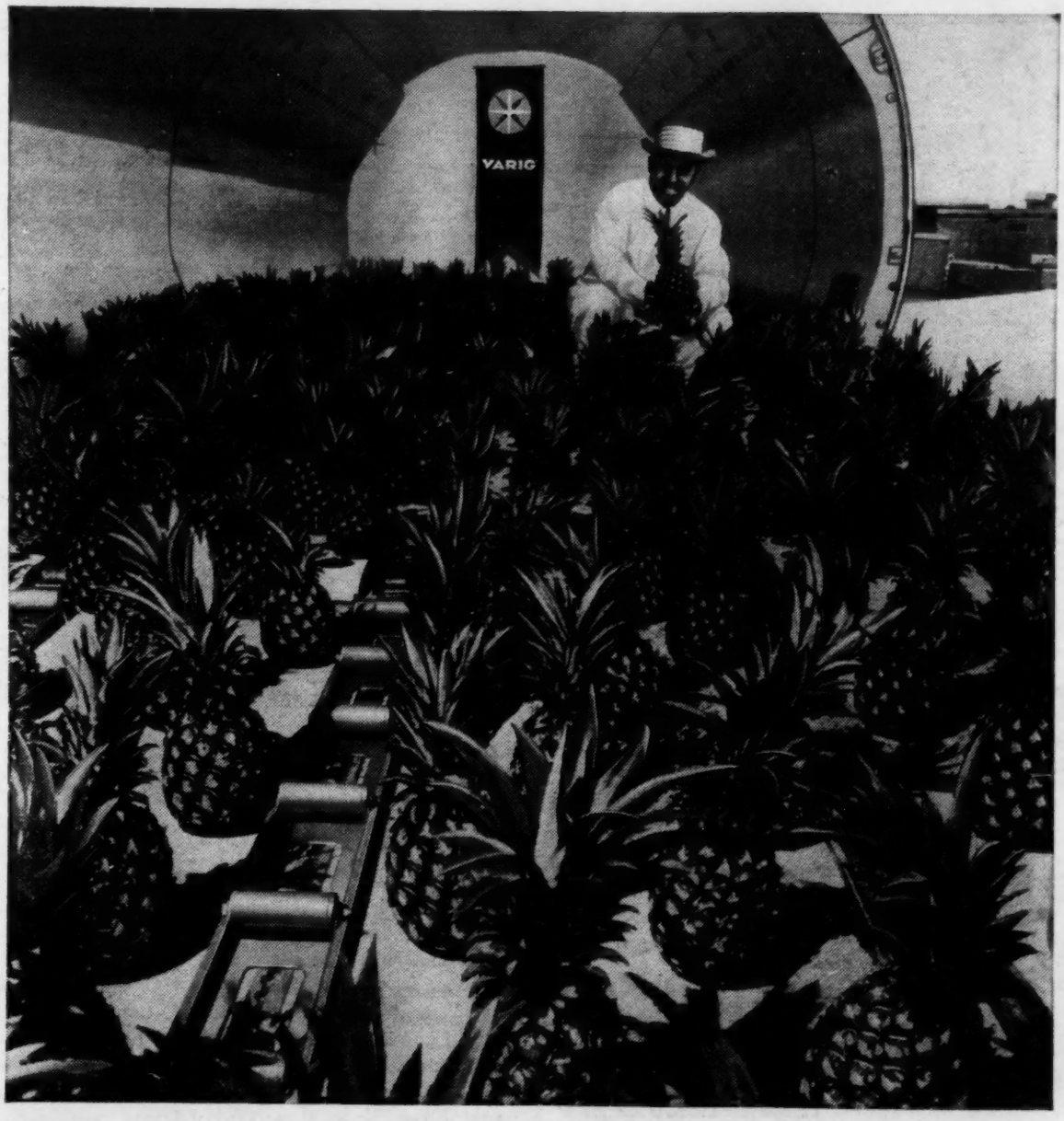

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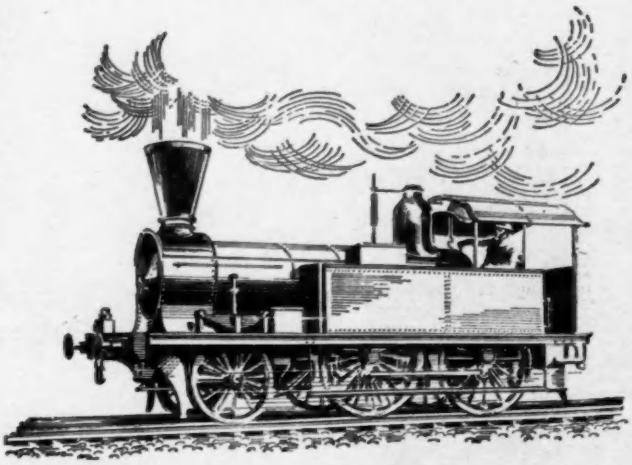

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Nuts and Bolts. August 28. E.S.B. 27106/69/J.
Ink. August 28. E.S.B. 26980/69/J.
Kiln Tubes and Sockets. August 28. E.S.B. 26976/69/J.
Kiln Chain, Links and Shackles. August 28. E.S.B. 26977/69/J.
Mill Wheels and Shafts. August 28. E.S.B. 26978/69/J.
Hammer Crusher Spare Parts. August 28. E.S.B. 26979/69/J.

Bulletin 125/69
IRAQI PORTS ADMINISTRATION:
Badges. August 6. E.S.B. 26966/69/J.
Copper Rods, Phosphor. August 6. E.S.B. 27401/69/J.
Sodium Carbonate Closing date postponed to July 30. E.S.B. 44343/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*206s. Water Supply Scheme. September 20. E.S.B. 27103/69/J.
Poles and Fittings, Iron, Steel. August 5. E.S.B. 26959/69/J.

Bulletin 126/69
MINISTRY OF DEFENCE:
*2s. Electric Motors. July 29. E.S.B. 27470/69/J.
SULAIMANIYAH CIGARETTE FACTORY ADMINISTRATION:
Acetone. July 24. E.S.B. 27720/69/J.

Bulletin 127/69
GENERAL SPINNING AND WEAVING CO.:
Electrical Materials. July 31. E.S.B. 27773/69/J.
Wire, Cable. July 31. E.S.B. 27880/69/J.
STATE ELECTRICAL INDUSTRIES CO.:
Formaldehyde, Phenolic Plastics. July 31. E.S.B. 27745/69/J.
MINISTRY OF FINANCE:
Generating Sets. August 2. E.S.B. 27748/69/J.
Duplicating Machines. August 2. E.S.B. 27749/69/J.
Wireless Sets. August 17. E.S.B. 27777/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Copper Conductor. August 2. E.S.B. 27778/69/J.
MINISTRY OF DEFENCE:
9s. Electrical Equipment. July 28. E.S.B. 27719/69/J.
STATE ORGANIZATION OF INDUSTRY:
*3s. Cartons. August 10. E.S.B. 27718/69/J.
IRAQI BICYCLE MANUFACTURING CO.:
Bicycle Parts. August 7. E.S.B. 27779/69/J and 27780/29/J.
IRAQ CEMENT CO. (NAT.):
Stuffing Thread. July 31. E.S.B. 27750/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Insulators, Straps, Lightning Arresters. July 27. E.S.B. 27752/69/J.
AMANAT AL-ASIMA:
Sewer and Pavement Laying. August 17. E.S.B. 27774/69/J.
MINISTRY OF DEFENCE:
*4s. Clothing. July 28. E.S.B. 27788/69/J.
*2s. Lifebuoy Jackets. July 24. E.S.B. 27789/69/J.
*2s. Workshop Materials. July 24. E.S.B. 27927/69/J.
GOVERNMENT SPINNING AND WEAVING ADMINISTRATION:
Ring Paper Tubes. July 31. E.S.B. 27742/69/J.
GENERAL SPINNING AND WEAVING CO.:
*1s. Resurfacer Primer. Closing date not stated. E.S.B. 27786/69/J.
BATA IRAQ CO.:
Steel Shoe Moulds. July 22. E.S.B. 27775/69/J.
MINISTRY OF DEFENCE:
*2s. Machine Tools. August 7. E.S.B. 27790/69/J.
*3s. Chains. July 24. E.S.B. 27921/69/J.
*2s. V-Belts; Leather Belts. July 24. E.S.B. 27922/69/J.
*3s. Tools; Tool Kits. July 24. E.S.B. 27926/69/J.
GOVERMENT SPINNING AND WEAVING ADMINISTRATION:
Tallow. July 31. E.S.B. 27743/69/J.
GENERAL SPINNING AND WEAVING CO.:
Electric Lamps. July 31. E.S.B. 27772/69/J.

IRISH REPUBLIC

Bulletin 123/69
CLONES URBAN DISTRICT COUNCIL:
Water Supply Scheme. July 24. E.S.B. 26912/69/J.
DONEGAL COUNTY COUNCIL:
*Filtration Plant. (Further Information.) Closing date postponed to July 18. E.S.B. 20787/69/J.

Bulletin 124/69
WATERFORD COUNTY COUNCIL:
Sewerage Scheme. July 25. E.S.B. 26940/69/J.

Bulletin 125/69
DEPARTMENT OF TRANSPORT AND POWER:
Electrical Installations. July 23. E.S.B. 27410/69/J.
WATERFORD CORPORATION:
Refuse Collecting Vehicle. July 25. E.S.B. 27411/69/J.

Bulletin 127/69
EDWARD W. BRADY:
Construction of School. July 30. E.S.B. 27769/69/J.

JORDAN

Bulletin 124/69
JORDAN CEMENT FACTORIES CO. LTD.:
*2s. Filter Bags and Filter Hoses. July 21. E.S.B. 27162/69/J.

Bulletin 125/69
*17s. Structural Steel Materials. July 21. E.S.B. 27164/69/J.
*2s. Fire Fighting Equipment Spare Parts. July 21. E.S.B. 27163/69/J.

KUWAIT

Bulletin 125/69
KUWAIT NATIONAL PETROLEUM CO.:
*3s. Steel Pipes. July 21. E.S.B. 27445/69/J.
*3s. Exchanger Tube. July 21. E.S.B. 27446/69/J.
*6s. Viscometers and Accessories. July 21. E.S.B. 27447/69/J.
*3s. Breather Spring, Steel Jackets, Steel Bands. July 21. E.S.B. 27448/69/J.
MINISTRY OF POSTS, TELEGRAPHS AND TELEPHONES:
*1s. External Telecommunications Plant. (Pre-qualification.) August 4. E.S.B. 27109/69/J.

Bulletin 126/69
KUWAIT NATIONAL PETROLEUM CO.:
*3s. Freon. July 21. E.S.B. 27449/69/J.
MINISTRY OF ELECTRICITY AND WATER:
*7s. Liquid Chlorine. August 5. E.S.B. 27736/69/J.

Bulletin 127/69
*27s. Cable. Junction Boxes. August 19. E.S.B. 27738/69/J.
*10s. Batteries and Accessories. August 3. E.S.B. 27739/69/J.
*6s. Steel Pipe Casings. August 3. E.S.B. 27737/69/J.
MINISTRY OF PUBLIC HEALTH:
6s. (In Arabic.) Stationery. July 22. E.S.B. 27722/69/J.
MINISTRY OF EDUCATION:
*14s. Laboratory Chemicals. July 27. E.S.B. 27721/69/J.
KUWAIT MUNICIPALITY:
*12s. (In Arabic.) Vehicles. July 27. E.S.B. 27723/69/J.
MINISTRY OF DEFENCE:
*13s. (In Arabic.) Sports Goods. August 12. E.S.B. 27724/69/J.

LEBANON

Bulletin 124/69
LEBANESE STATE RAILWAYS:
*11s. (In French.) Railway Level Crossings Warning Systems. July 23. E.S.B. 27155/69/J

Bulletin 125/69
Diesel Locomotives. (Pre-qualification.) July 23. E.S.B. 27115/69/J.

Bulletin 127/69
EXECUTIVE COUNCIL OF MAJOR PROJECTS:
Construction of Road, Bridges and Sewers. (Further Information.) E.S.B. 18527/69/J.

LIBYA

Bulletin 125/69
MINISTRY OF FINANCE:
Construction of Passenger Station at Airport. (Further Information.) Closing date further postponed to November 3. E.S.B. 22671/69/J.

Bulletin 126/69
Construction of Passenger Station at Airport. (Further Information.) Closing date further postponed to October 20. E.S.B. 22670/69/J.

MALAYSIA

Bulletin 124/69
STATE ENGINEER, PUBLIC WORKS DEPARTMENT:
*48s. Valves and Fittings. (Further Information.) E.S.B. 26580/69/J.

Bulletin 125/69
MINISTRY OF AGRICULTURE AND CO-OPERATIVES:
*25s. Pumps. July 30. E.S.B. 27158/69/J.
*26s. Irrigation Pumping Units. July 30. E.S.B. 27159/69/J and 27160/69/J respectively.
*25s. Irrigation Pumping Units. July 25. E.S.B. 27161/69/J.

MALTA

Bulletin 123/69
MALTA ELECTRICITY BOARD:
*8s. Mercury Vapour Lamps. July 22. E.S.B. 26913/69/J.
*9s. Cable. July 22. E.S.B. 26934/69/J.
TREASURY:
*Physical Education Equipment. July 24. E.S.B. 26936/69/J.
*Blackboards. July 24. E.S.B. 26916/69/J.
*Skimmed Milk Powder. July 24. E.S.B. 26917/69/J.
*Sticking Paste. July 24. E.S.B. 26914/69/J.
MALTA ELECTRICITY BOARD:
*Cable. July 22. E.S.B. 26915/69/J.

Bulletin 125/69
TREASURY:
*Portable Pumps. July 31. E.S.B. 27443/69/J.
*Hydro-Extractor. July 31. E.S.B. 27444/69/J.

Bulletin 126/69
MALTA ELECTRICITY BOARD:
*28s. Switchgear. July 29. E.S.B. 27481/69/J.
TREASURY:
Capping Foil. July 31. E.S.B. 27468/69/J.

NEW ZEALAND

Bulletin 123/69
NEW ZEALAND FOREST SERVICE:
*5s. Laboratory Equipment. July 23. E.S.B. 26904/69/J.

Bulletin 124/69
*3s. Ammunition. July 22. E.S.B. 26878/69/J.

Bulletin 126/69
*4s. Tyres and Tubes. July 21. E.S.B. 27415/69/J.

Bulletin 127/69
POST OFFICE HEADQUARTERS:
*64s. Message Relay System. October 20. E.S.B. 27489/69/J.

NORWAY

Bulletin 123/69
POSTDIREKTORATET:
Postal Sorting System. September 1. E.S.B. 26901/69/J.

PAKISTAN

Bulletin 124/69
WEST PAKISTAN RAILWAY BOARD:
*14s. Printing Machines. (Further Information.) E.S.B. 24877/69/J.
*15s. Woodworking Machines. (Further Information.) E.S.B. 24878/69/J.

PAPUA AND NEW GUINEA

Bulletin 125/69
SUPPLY AND TENDER BOARD:
Radio Relay System. (Further Information.) E.S.B. 26572/69/J.
*1s. Power Supply Equipment. (Further Information.) E.S.B. 26573/69/J.
Radio Tower and Masts, Wind Generator Towers. (Further Information.) E.S.B. 26574/69/J.

SAUDI ARABIA

Bulletin 123/69
KING ABDUL AZIZ UNIVERSITY:
Camera. Closing date not stated. E.S.B. 26906/69/J.

SENEGAL

Bulletin 125/69
SENEGALESE RAILWAYS:
*29s. (In French.) Inspection Vehicles. August 5. E.S.B. 27189/69/J.

SIERRA LEONE

Bulletin 124/69
SIERRA LEONE ELECTRICITY CORPORATION:
Cabling Contract. Closing date not known. E.S.B. 26986/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 123/69
PUBLIC UTILITIES BOARD:
Transformers. September 1. E.S.B. 26920/69/J.

Bulletin 124/69
MINISTRY OF HEALTH:
*3s. Pharmaceuticals. July 21. E.S.B. 26922/69/J.
PORT OF SINGAPORE AUTHORITY:
*2s. Crane. September 18. E.S.B. 26982/69/J.

Bulletin 125/69
PUBLIC UTILITIES BOARD:
Cable. July 22. E.S.B. 27456/69/J.
Chokes, Capacitors. July 22. E.S.B. 27458/69/J.
First Aid Equipment. July 21. E.S.B. 27459/69/J.
Gas Cocks. July 22. E.S.B. 27431/69/J.
Nuts and Bolts. July 22. E.S.B. 27457/69/J.

SOUTH AFRICA, REPUBLIC OF

Bulletin 125/69
CAPE PROVINCIAL TENDER BOARD:
*6s. Laboratory Equipment. July 22. E.S.B. 27173/69/J.
*27s. Pharmaceuticals. July 22. E.S.B. 27175/69/J.
*33s. Pharmaceuticals. July 25. E.S.B. 27176/69/J.
*3s. Blotting Paper. July 22. E.S.B. 27177/69/J.

Bulletin 126/69
SOUTH AFRICAN IRON AND STEEL INDUSTRIAL CORPORATION:
*Annealing Line. November 3. E.S.B. 26964/69/J.

SPAIN

Bulletin 127/69
MINISTEIRO DEL EJERCITO:
Automatic Exchange. July 22. E.S.B. 27950/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 125/69
SOUTHERN ZONE ELECTRICITY DIRECTORATE:
Lamps. September 8. E.S.B. 27197/69/J.

(*Continued on next page*)

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PUBLIC ORGANIZATION OF PETROLEUM:
Pipe Line Expansion. July 31. E.S.B. 27198/69/J.

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Bulletin 124/69
CENTRAL TRUST OF CHINA:
•3s. **Flowmeter.** July 22. E.S.B. 27126/69/J.
•3s. **Hoist and Chain Blocks.** July 23. E.S.B. 27128/69/J.
•3s. **Ball and Roller Bearings.** July 24. E.S.B. 27130/69/J.
•3s. **Ethylene Glycol.** July 24. E.S.B. 27131/69/J.
•4s. **Testing and Measuring Equipment.** July 24. E.S.B. 27134/69/J.
•4s. **Sieve.** July 24. E.S.B. 27136/69/J.
•3s. **Carbon Steel Plate.** July 24. E.S.B. 27138/69/J.
•4s. **Circuit Breakers; Magnet Contractors.** July 23. E.S.B. 27139/69/J.
•3s. **Welding Rod.** July 23. E.S.B. 27140/69/J.
•28s. **Pumping Equipment.** August 15. E.S.B. 27119/69/J.
•4s. **Steel Plates, Rods and Bars.** August 14. E.S.B. 27118/69/J.
•3s. **Steel Wire Cloth.** July 23. E.S.B. 27129/69/J.

Bulletin 125/69
•3s. **Steel Tubes.** July 23. E.S.B. 27132/69/J.
•6s. **Valves.** August 14. E.S.B. 27133/69/J.
•6s. **Steel Chains.** August 11. E.S.B. 27179/69/J.
•4s. **Steel Plate and Round Bars.** August 12. E.S.B. 27180/69/J.
•4s. **Stainless Steel Boiler Tubes.** August 12. E.S.B. 27181/69/J.
•6s. **Agricultural Tractors.** August 13. E.S.B. 27182/69/J.
•4s. **Dial Thermometers.** July 24. E.S.B. 27135/69/J.
•4s. **Stainless Steel Plate.** July 24. E.S.B. 27137/69/J.
•4s. **Cast Iron Pipes.** August 15. E.S.B. 27165/69/J.
•3s. **Gauze.** August 18. E.S.B. 27168/69/J.
•10s. **Pumps; Air Compressor.** August 15. E.S.B. 27166/69/J.
•4s. **Steel Plates.** August 18. E.S.B. 27178/69/J.

THAILAND

Bulletin 124/69
METROPOLITAN ELECTRICITY AUTHORITY:
•25s. **Transformers.** August 11. E.S.B. 26985/69/J.
STATE RAILWAY OF THAILAND:
Nails. July 22. E.S.B. 26996/69/J.
METROPOLITAN ELECTRICITY AUTHORITY:
•28s. **Transformers.** August 18. E.S.B. 27439/69/J.

TRINIDAD AND TOBAGO

Bulletin 124/69
TRINIDAD AND TOBAGO ELECTRICITY COMMISSION:
•3s. **Insulators.** August 29. E.S.B. 26928/69/J.
•2s. **Insulators.** August 29. E.S.B. 26929/69/J and 26943/69/J respectively.
•3s. **Meters.** August 29. E.S.B. 26927/69/J.
•3s. **'D' irons.** August 29. E.S.B. 26954/69/J.
•2s. **Connectors and Shrouds.** August 29. E.S.B. 26952/69/J.
•2s. **Ladders.** August 29. E.S.B. 26948/69/J.
•2s. **Terminating Thimbles.** August 29. E.S.B. 26945/69/J.
•2s. **Wire.** August 29. E.S.B. 26942/69/J.
•2s. **Ballast Units.** August 29. E.S.B. 26926/69/J.
•2s. **Clamps.** August 29. E.S.B. 26930/69/J.
•3s. **Wire Rope Clips.** August 29. E.S.B. 26925/69/J.
•3s. **Stay Rods.** August 29. E.S.B. 26944/69/J.
•3s. **Bolts and Nuts.** August 29. E.S.B. 26946/69/J.
•2s. **Line Connectors.** August 29. E.S.B. 26947/69/J.
•2s. **Insulators.** August 29. E.S.B. 26949/69/J.
•2s. **Line Connectors.** August 29. E.S.B. 26953/69/J.
•3s. **Bolts and Nuts.** August 29. E.S.B. 26955/69/J.

TUNISIA

Bulletin 127/69
SOUS-SECRETARIAT D'ETAT L'AGRICULTURE:
•23s. (In French.) **Agricultural Equipment.** August 20. E.S.B. 27754/69/J.

TURKEY

Bulletin 127/69
STATE HIGHWAY DEPARTMENT:
•10s. **Static Penetrometer.** July 29. E.S.B. 27732/69/J.
•28s. **Snow Ploughs.** July 24. E.S.B. 27733/69/J.
•12s. **Boring Machine.** July 29. E.S.B. 27734/69/J.
MINISTRY OF HEALTH AND SOCIAL WELFARE:
•7s. **Hospital Equipment.** July 21. E.S.B. 27756/69/J.
•8s. **X-ray Equipment.** July 21. E.S.B. 27757/69/J.
STATE HYDRAULIC WORKS:
•7s. **Electrical Supplies.** July 23. E.S.B. 27729/69/J.
STATE RAILWAYS ADMINISTRATION:
•17s. **Steel Tyres.** July 21. E.S.B. 27727/69/J.
TURKISH CEMENT INDUSTRIES:
•6s. **Wagon Drills.** July 22. E.S.B. 27725/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 123/69
PURCHASES AND STORES:
Ball Bearings. August 2. E.S.B. 26895/69/J.
Pitch Pine Block. August 9. E.S.B. 26896/69/J.

UNITED STATES OF AMERICA

Bulletin 123/69
UNITED STATES CORPS OF ENGINEERS:
Switchboards and Equipment. August 7. E.S.B. 26905/69/J.

URUGUAY

ANCAP:
Bauxite. July 29. E.S.B. 27437/69/J.
Wagons. September 24. E.S.B. 27436/69/J.
Tractors. July 30. E.S.B. 27435/69/J.
Control Panels. August 15. E.S.B. 27434/69/J.
Cork and Material Hose. July 30. E.S.B. 27438/69/J.

VIETNAM

Bulletin 127/69
HATIEN CEMENT PLANT:
•**Extension of Cement Factory[Grinding Unit.** September 1. E.S.B. 27497/69/J.

YUGOSLAVIA

Bulletin 125/69
RUDNAP EXPORT-IMPORT:
•1s. **Workshop Equipment.** Closing date not stated. E.S.B. 27188/69/J.
PREDUZECE ELEKTROMETAL:
Refrigeration Factory Modernization Scheme. September 4. E.S.B. 27186/69/J.
TEKIG-INVEST:
Textile Machinery and Equipment. September 4. E.S.B. 27185/69/J.
DINARA BEOGRAD:
•1s. **Workshop Machines and Equipment.** September 4. E.S.B. 27184/69/J.
TEKIG-INVEST:
•1s. **Knitwear Manufacturing Machinery.** September 4. E.S.B. 27183/69/J.

ZAMBIA

Bulletin 125/69
CENTRAL SUPPLY AND TENDER BOARD:
•2s. **School Science Equipment.** August 1. E.S.B. 27463/69/J.
•2s. **Brooms, Brushes.** August 1. E.S.B. 27461/69/J.

Bulletin 126/69
•2s. **Dog Licence Badges.** August 1. E.S.B. 27462/69/J.
•5s. **Boots and Shoes.** August 1. E.S.B. 27464/69/J.

Bulletin 127/69
JUGO SANITARIJA EXPORT-IMPORT:
•4s. **Hospital Equipment.** August 15. E.S.B. 27740/69/J.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. *each*) *and documents* (*the price of these varies, see individual notices*) *must be accompanied by a remittance for the correct amount in the form of a cheque or postal order* (*not postage stamps*) *made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House,* 35 *Old Bailey, London, E.C.*4 *Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ALGERIA

Bulletin 127/69
Inquiry for plastic false teeth manufacturing machinery. E.S.B. 7107/69/J.

AUSTRALIA

Bulletin 123/69
Inquiry for imitation silver pudding charms. E.S.B. 27305/69/J.

Bulletin 124/69
Agency inquiry for chemicals. E.S.B. 13879/69/J.

Bulletin 125/69
Inquiry for hospital equipment, including catering, communication, cleaning and maintenance, heating, ventilating and air conditioning plant; conveyors; electrical appliances and fittings. E.S.B. 22713/69/J.

Bulletin 127/69
Inquiry for magnetic field sensors. E.S.B. 27819/69/J.

AUSTRALIA - WAIVER OF BRITISH PREFERENCE

Bulletin 123/69
Inquiry for belting. E.S.B. P/7/69/J.
8s. Inquiry for contractors. E.S.B. A/39/69/J.

Bulletin 125/69
Inquiry for thread rolling machine. E.S.B. M/20/69/J.
•Inquiry for paper. E.S.B. S/57/69/J.

Bulletin 126/69
Inquiry for coffee granulating machine. E.S.B. S/58/69/J.

AUSTRIA

Bulletin 123/69
British Week in Vienna. E.S.B. 9969/69/J.
Inquiry for delicatessen. E.S.B. 26019/69/J.
1s. Inquiry for hardened steel. E.S.B. 25379/69/J.

Bulletin 124/69
Agency inquiry for book-binding linen. E.S.B. 6266/69/J.
Agency inquiry for foam rubber material; small welding machines. E.S.B. 26452/69/J.

Bulletin 125/69
Inquiry for curtain rails and accessories; garage and folding doors; roller blind materials and accessories. E.S.B. 13308/69/J.

Bulletin 126/69
Inquiry for electrical installation materials; light fittings. E.S.B. 27611/69/J.
Agency inquiry for tapes. E.S.B. 27664/69/J.
Agency inquiry for cleaning materials. E.S.B. 27665/69/J.

Bulletin 127/69
Inquiry for sealing rings. E.S.B. 28018/69/J.
Inquiry for ferrous and non-ferrous metals; pipes. E.S.B. 27892/69/J.

BELGIUM

Bulletin 123/69
Agency inquiry for fur fabrics; peluches. E.S.B. 19568/69/J.

Bulletin 125/69
Inquiry for mechanical components. E.S.B. 26716/69/J.

Bulletin 126/69
Inquiry for billet heating furnace; tap assembling machine. E.S.B. 20306/69/J.

Bulletin 127/69
Agency inquiry for electrical automobile components. E.S.B. 27881/69/J.
Inquiry for abattoir equipment. E.S.B. 28112/69/J.
Manufacture under licence – pharmaceuticals. E.S.B. 27633/69/J.

BERLIN

Bulletin 124/69
Agency inquiry for textile fabrics. E.S.B. 26788/69/J.

Bulletin 126/69
Agency inquiry for men's outerwear. E.S.B. 27518/69/J.

BRAZIL

Bulletin 125/69
Inquiry for hospital laundry equipment; hospital sterilization equipment. E.S.B. 26695/69/J.

Bulletin 128/69
Inquiry for rubber sole production and assembly plant. E.S.B. 27539/69/J.

BRITISH HONDURAS

Bulletin 124/69
Inquiry for air conditioning and refrigeration equipment; building materials; cleaning equipment; construction equipment; electricals; furnishings and fittings; hotel services equipment; musical instruments; seaplane; sewage disposal plant and supplies; sports equipment; stationery and supplies; vehicles; water drilling and treatment equipment. E.S.B. 27216/69/J.

Bulletin 126/69
Agency inquiry for talcum powder. E.S.B. 27554/69/J.

BULGARIA

Bulletin 124/69
Inquiry for zipp fastener manufacturing machinery. E.S.B. 26299/69/J.

CANADA

Bulletin 123/69
Inquiry for stainless steel in coil. E.S.B. 25258/69/J.
Inquiry for production sorting equipment; testing equipment. E.S.B. 27332/69/J.

Bulletin 124/69
Inquiry for Scottish books, clothing and accessories; foods; musical instruments and records; tartan fabric. E.S.B. 27637/69/J.

Bulletin 125/69
Inquiry for control equipment; weighing equipment. E.S.B. 27307/69/J.

Bulletin 126/69
Inquiry for domestic hardware; pottery items; toys. E.S.B. 27511/69/J.

CYPRUS
Bulletin 125/69
Agency inquiry for air conditioning units; power tools. E.S.B. 26638/69/J.

DENMARK
Bulletin 124/69
Agency inquiry for giftware; tableware. E.S.B. 26626/69/J.
Agency inquiry for blades. E.S.B. 27334/69/J.
Bulletin 126/69
Agency inquiry for children's riding breeches. E.S.B. 23360/69/J.
Bulletin 127/69
Agency inquiry for carpeting. E.S.B. 27842/69/J.
Inquiry for refrigeration and ice making machinery. E.S.B. 27849/69/J.

DUBAI
Bulletin 125/69
Agency inquiry for bedclothes; cooking utensils; glasses; greeting cards. E.S.B. 27204/69/J.

EL SALVADOR
Bulletin 125/69
Agency inquiry for raw materials for the plastics industry. E.S.B. 26699/69/J.

ETHIOPIA
Bulletin 123/69
Agency inquiry for steel tube. E.S.B. 26639/69/J.

FIJI
Bulletin 126/69
Inquiry for umbrella parts and materials. E.S.B. 27836/69/J.

FRANCE
Bulletin 125/69
Agency inquiry for refractories. E.S.B. 27387/69/J.
Bulletin 126/69
Agency inquiry for chemical and thermal installation equipment. E.S.B. 27659/69/J.
Bulletin 127/69
*10s. Agency inquiry for fittings for the building industry. E.S.B. 27567/69/J.

GERMANY, FEDERAL REPUBLIC OF
Bulletin 123/69
Inquiry for cookers; heaters; lighting equipment; pipe fittings; refrigerators; welding equipment. E.S.B. 26228/69/J.
Bulletin 124/69
Inquiry for jewellery. E.S.B. 27393/69/J.
Inquiry for confectionery. E.S.B. 27232/69/J.
Agency inquiry for carpets. E.S.B. 27225/69/J.
Agency inquiry for toys. E.S.B. 27285/69/J.
Bulletin 125/69
Inquiry for aluminium, brass, copper and iron strip. E.S.B. 27565/69/J.
Inquiry for iron girders. E.S.B. 26292/69/J.
Bulletin 126/69
Agency inquiry for furnishing fabrics. E.S.B. 27550/69/J.
Inquiry for disposable and cellulose hospital goods. E.S.B. 27862/69/J.
Bulletin 127/69
Inquiry for domestic utensils; gadgets; garden furniture; household ware; tools. (Further Information.) E.S.B. 8558/69/J.

Bulletin 128/69
Agency inquiry for yarns; fibres; fibre waste. E.S.B. 27700/69/J.

GHANA
Bulletin 127/69
Agency inquiry for electric light bulbs and fittings; paper and cardboard. E.S.B. 9978/69/J.

GIBRALTAR
Bulletin 126/69
Inquiry for lifts for multi-storey hotels. E.S.B. 23379/69/J.

GREECE
Bulletin 125/69
Agency inquiry for piece-goods. E.S.B. 21740/69/J.
Bulletin 127/69
Inquiry for exterior cleaning equipment; mobile lifting tackle. E.S.B. 27525/69/J.

HONG KONG
Bulletin 125/69
*Inquiry for transistor components. E.S.B. 27347/69/J.

INDIA
Bulletin 123/69
Inquiry for pulverizing equipment. E.S.B. 20847/69/J.
Bulletin 124/69
Inquiry for electronic instruments. E.S.B. 26683/69/J.
Bulletin 125/69
*6s. Inquiry for steel tape; string; washers. E.S.B. 12762/69/J.
Inquiry for microvoltmeter. E.S.B. 27634/69/J.
Inquiry for pharmaceuticals. E.S.B. 27519/69/J.
Bulletin 126/69
Inquiry for electron and positron emitter. E.S.B. 27655/69/J.
Bulletin 127/69
Inquiry for baking and drying plants; furnaces; knitting machines; ovens; sewing machines; testing equipment. E.S.B. 26661/69/J.

IRAN
Bulletin 126/69
Inquiry for agricultural machinery and implements. E.S.B. 27291/69/J.

IRAQ
Bulletin 126/69
*Inquiry for electric cable clip manufacturing machinery; steel strip. E.S.B. 24905/69/J.
Bulletin 127/69
Inquiry for steel sheet. E.S.B. 22064/69/J.

IRISH REPUBLIC
Bulletin 125/69
Agency inquiry for men's outerwear; millinery; swimwear; teenage fashions. E.S.B. 27248/69/J.

ISRAEL
Bulletin 123/69
Inquiry for pressure gauge movements. E.S.B. 27094/69/J.
Bulletin 124/69
Agency inquiry for automatic washing machines; fluorescent lamps. E.S.B. 25523/69/J.
*9s. Inquiry for chemicals; nickel strips. E.S.B. 26342/69/J.
Agency inquiry for plane grinders. E.S.B. 15395/69/J.
3s. Inquiry for stapling machine. E.S.B. 27218/69/J.
Bulletin 125/69
Inquiry for kitchenware; vending machines. E.S.B. 27523/69/J.
Agency inquiry for machine tools. E.S.B. 26471/69/J.
Bulletin 127/69
*Agency inquiry for alkorthylen; film polypropylene. E.S.B. 27363/69/J.
Agency inquiry for depalletizing machines; filling machinery; packing machinery; palletizing machines; weighing machines. E.S.B. 27069/69/J.
Bulletin 128/69
Inquiry for cables. E.S.B. 5205/69/J.

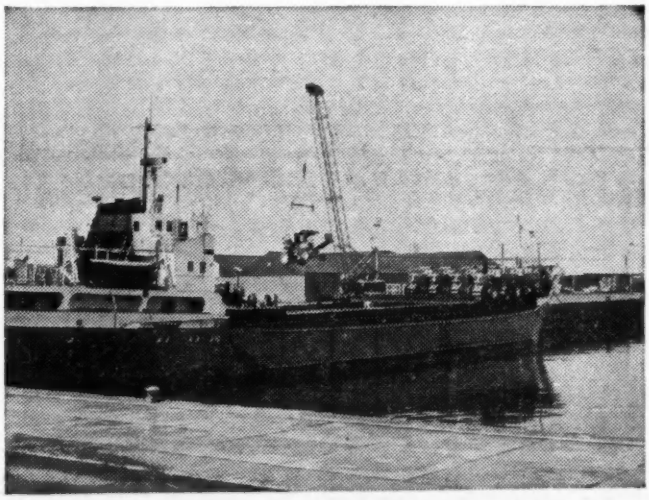
ITALY
Bulletin 123/69
Manufacture under licence – fodder handling equipment. E.S.B. 26360/69/J.
Inquiry for synthetic fur fabric. E.S.B. 27271/69/J.
Manufacture under licence – medicines. E.S.B. 27020/69/J.
Inquiry for electronic components. E.S.B. 27282/69/J.
Bulletin 124/69
Agency inquiry for belts; clothing; knitwear; scarves; textiles; ties. E.S.B. 27018/69/J.
Agency inquiry for hardware; hand tools. E.S.B. 27042/69/J.
Bulletin 125/69
Agency inquiry for centrifuges. E.S.B. 26359/69/J.
Agency inquiry for casual wear and accessories; knitwear. E.S.B. 26644/69/J.
Inquiry for silverware; Sheffield plate. E.S.B. 27089/69/J.
Bulletin 126/69
Agency inquiry for chewing gum; jams; tea. E.S.B. 25945/69/J.
Inquiry for amplifiers; loudspeaker boxes; record-players. E.S.B. 27379/69/J.
Inquiry for textile machinery. E.S.B. 27846/69/J.
Agency inquiry for electric ovens; freezers; machines for pastry industry. E.S.B. 27062/69/J.
Inquiry for alternators; generating sets; steam turbines. E.S.B. 27852/69/J.
Inquiry for baby incubators; lactarium. E.S.B. 19877/69/J.
Bulletin 127/69
Agency inquiry for chemical; jewellers' tools and machinery. E.S.B. 27269/69/J.
Inquiry for steel scaffolding sections. E.S.B. 27829/69/J.
Bulletin 128/69
Agency inquiry for analyzers; gauges; recorders; thermometers. E.S.B. 27620/69/J.

JAMAICA
Bulletin 126/69
Inquiry for coffin furniture; paint brushes and rollers. E.S.B. 23453/69/J.

JAPAN
Bulletin 123/69
Agency inquiry for air pollution control equipment marine container fittings; packaging machinery; pile driving equipment. E.S.B. 14617/69/J.
Inquiry for consumer goods; giftware. E.S.B. 26792/69/J.
Bulletin 125/69
Trading with Japan – publicity and advertising. E.S.B. 22879/67/J.

KENYA
Bulletin 123/69
Importation of wines and spirits. E.S.B. 1209/G/J.

(Continued on next page)



Part of the £600,000 shipment of combines and balers for the Algerian Ministry of Agriculture from Allis-Chalmers Great Britain Ltd., being loaded at King's Lynn Docks.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of June 18 issue.

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KUWAIT

Bulletin 124/69
Agency inquiry for electric pumps; electrical equipment and materials; switchgear. E.S.B. 24560/69/J.

Bulletin 127/69
Agency inquiry for electrical fittings. E.S.B. 27315/69/J.
Inquiry for automobile accessories. E.S.B. 27507/69/J.
Agency inquiry for distribution boards; electrical lighting and fittings; pipes; switchgear; tools; wire and cables. E.S.B. 27037/69/J.

LEBANON

Bulletin 125/69
Agency inquiry for supermarket goods. E.S.B. 26715/69/J.

Bulletin 127/69
Agency inquiry for army surplus goods. E.S.B. 27504/69/J.

Bulletin 128/69
Agency inquiry for audio visual equipment; didactic equipment; laboratory equipment. E.S.B. 16065/69/J.

MALAWI

Bulletin 123/69
Agency inquiry for clothing; crockery; footwear; piece-goods; suitings. E.S.B. 26736/69/J.

MALTA

Bulletin 123/69
Agency inquiry for coffee percolators; electric fires. E.S.B. 26787/69/J.
Agency inquiry for baby foods. E.S.B. 27071/69/J.
Agency inquiry for poplins. E.S.B. 27041/69/J.

MEXICO

Bulletin 126/69
Inquiry for foodstuffs; gifts; perfumery; tablecloths; textiles. E.S.B. 13682/69/J.

NEW ZEALAND

Bulletin 123/69
Inquiry for ream wrapping machines. E.S.B. 27091/69/J.

Bulletin 124/69
*Inquiry for nylon. E.S.B. 27278/69/J.

Bulletin 127/69
Inquiry for speciality foods. E.S.B. 27353/69/J.
Inquiry for fried chips making equipment. E.S.B. 27863/69/J.

NORWAY

Bulletin 126/69
Inquiry for stitching wire. E.S.B. 27399/69/J.

Bulletin 127/69
Inquiry for glueing machine. E.S.B. 27543/69/J.

PAKISTAN

Bulletin 126/69
Agency inquiry for agricultural equipment and supplies; domestic appliances; electric power equipment; mechanical handling equipment; mining equipment; paper; sugar; cement and textiles production machinery; railway equipment. E.S.B. 27358/69/J.

Bulletin 127/69
Inquiry for industrial chemicals. E.S.B. 26357/69/J.
Inquiry for brewing and bottling plant. E.S.B. 28045/69/J.

POLAND

Bulletin 127/69
Inquiry for food processing plant and machinery; laboratory equipment; mobile and static tanks. E.S.B. 28111/69/J.

Bulletin 128/69
Inquiry for compressors; electrical hand tools; excavators; ventilation equipment. E.S.B. 28081/69/J.

SAUDI ARABIA

Bulletin 123/69
Joint venture – building and contracting. E.S.B. 26488/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 124/69
Agency inquiry for shirtings; suitings. E.S.B. 27262/69/J.

SOUTH AFRICA, REPUBLIC OF

Bulletin 124/69
Manufacture under licence – hydraulic and screw jacks. E.S.B. 27234/69/J.

Bulletin 125/69
Agency inquiry for waistcoats. E.S.B. 27233/69/J.
Agency inquiry for tableware. E.S.B. 27063/69/J.

Bulletin 126/69
Agency inquiry for public address systems; television equipment. E.S.B. 27378/69/J.

SOUTHERN YEMEN

Bulletin 125/69
*Inquiry for belt fabric. E.S.B. 27529/69/J.

Bulletin 127/69
Inquiry for batteries; vehicle accessories; water pumps. E.S.B. 27667/69/J.

SPAIN

Bulletin 127/69
Inquiry for boat machinery and equipment. E.S.B. 27891/69/J.

SWEDEN

Bulletin 124/69
Inquiry for cameras. E.S.B. 26378/69/J.
Agency inquiry for bonded seals; elbow tubes; hydraulic hose; hydraulic hose couplings. E.S.B. 20940/69/J.

SWITZERLAND

Bulletin 123/69
Agency inquiry for electronic components; electronic measuring equipment. E.S.B. 26627/69/J.
Agency inquiry for nappa leather, sheepskin and suede coats and jackets. E.S.B. 26454/69/J.
Inquiry for garden tools; grease guns; lawn mowers; rubber gloves. E.S.B. 27027/69/J.
Agency inquiry for glassware; tableware. E.S.B. 27072/69/J.

Bulletin 124/69
Agency inquiry for chisels; protective rainwear; rubber hoses. E.S.B. 22007/69/J.
Agency inquiry for fire fighting equipment. E.S.B. 26633/69/J.
Agency inquiry for galvanized sheet iron. E.S.B. 25779/69/J.
Inquiry for batteries. E.S.B. 27070/69/J.

Bulletin 125/69
Agency inquiry for power cables; power transformers. E.S.B. 27052/69/J.
Inquiry for yarns. E.S.B. 27323/69/J.
Manufacture under licence – model engineering products. E.S.B. 27082/69/J.

Bulletin 126/69
Agency inquiry for toys. E.S.B. 27638/69/J.
Market report on domestic electrical equipment. E.S.B. 25703/69/J.

Bulletin 127/69
Inquiry for fitted sheets. E.S.B. 3911/69/J.
Inquiry for curtains; table cloths. E.S.B. 27610/69/J.
Inquiry for building components and furnishings. E.S.B. 26773/69/J.
Inquiry for motor vehicle accessories. E.S.B. 4055/69/J.
Agency inquiry for underwear; rugs. E.S.B. 27609/69/J.

Bulletin 128/67
Agency inquiry for corrosion protection and rust prevention products; injection moulding presses. E.S.B. 27815/69/J.

UGANDA

Bulletin 126/69
Agency inquiry for electric cookers. E.S.B. 27642/69/J.

UNITED STATES OF AMERICA

Bulletin 123/69
Inquiry for rubber hose. E.S.B. 27304/69/J.
Inquiry for sound level meters. E.S.B. 27306/69/J.
Inquiry for toilet bowls; toilet plastic tanks. E.S.B. 27064/69/J.
Inquiry for shoes. E.S.B. 27235/69/J.

Bulletin 124/69
Inquiry for engines. E.S.B. 27273/69/J.
Inquiry for ice skate blades. E.S.B. 27390/69/J.
Inquiry for bolts; nuts. E.S.B. 27299/69/J.
Inquiry for construction materials; furnishings. E.S.B. 27263/69/J.

Bulletin 126/69
Inquiry for machine tools. E.S.B. 27535/69/J.
Inquiry for machine tools. E.S.B. 27537/69/J.

Bulletin 127/69
Manufacture under licence in Britain – additives; cleaners and cleaning compounds; coolants; corrosion inhibitors; defoaments; pollution control materials. E.S.B. 24992/69/J.
Inquiry for needle trades equipment. E.S.B. 25140/69/J.

VARIOUS

Bulletin 123/69
Visits by British overseas commercial representatives. E.S.B. 6865/69/J.

Bulletin 125/69
United Nations Development Programme. E.S.B. 27512/69/J.

VENEZUELA

Bulletin 123/69
Agency inquiry for moulding powder. E.S.B. 26474/69/J.

Bulletin 124/69
Agency inquiry for bed and table linen; gloves; metal buttons. E.S.B. 26270/69/J.

Bulletin 125/69
Inquiry for rubber swim caps. E.S.B. 27503/69/J.

Bulletin 127/69
*Agency inquiry for oilcloth. E.S.B. 27549/69/J.

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BRITISH MACHINERY EXPORTS TO RUSSIA IN 1969 AMOUNTED IN VALUE TO £53,736,889

TOTAL BRITISH EXPORTS TO RUSSIA WERE £102,105,491

THESE WERE RECORD FIGURES

Considerable decentralization of industry in the U.S.S.R. has increased the need to reach the "End-User". Moscow buying departments place their orders abroad on the basis of indents received from factory managers and executives of industrial enterprises in all parts of the U.S.S.R. It would be practically impossible for your representative personally to reach these potential customers. You can, in fact, only do this by means of publicity *in Russian*.

This is where "BRITISH INDUSTRY & ENGINEERING" can assist you.

БРИТАНСКАЯ ПРОМЫШЛЕННОСТЬ И ТЕХНИКА

BRITISH INDUSTRY & ENGINEERING

IN RUSSIAN: CIRCULATING IN U.S.S.R. SINCE 1926

Write for a copy of this Journal and full details to:–

BRITISH INDUSTRIAL PUBLICITY OVERSEAS LIMITED

Walter House, Bedford Street, London, W.C.2 *Telephone: 01-836 9058/9/0*

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in June 18 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page VIII of June 18 issue) or the Export Services Branch. Hillgate House, 35 Old Bailey, Lonlon, E.C.4 (Tel. 01-248 5757).*

World sales of secondhand sacks

MR. CHARLES DOWLING, the director responsible for the jute section of John Lee & Son (Grantham) Limited, has returned from a round the world trip taking in the Middle East, South East Asia and Japan. Mr. Dowling has now visited some 32 countries selling secondhand sacks and as a result of 10 years travelling the firm are exporting to many parts of the world including the United States.

Three-week Australian tour

ON a three-week tour to Australia where they will visit the company's subsidiary, Blundell Spence & Co. (Aust.) Pty. Ltd., are Mr. E. B. Calvert, chairman, Blundell-Permoglaze Holdings Ltd., and Mr. A. C. Hornsby, a director of the company. They are visiting the Australian subsidiary's factory in Sydney before flying on to Melbourne, Adelaide and Perth for talks with main distributors.

Canadian sales tour

MR. J. A. LEGGE, managing director of J. Legge and Co. Ltd., lock manufacturers of Willenhall, Staffs., has left on a concentrated sales visit of Canada. One of the main purposes of Mr. Legge's seven-day trip – taking in calls at Montreal, Toronto and Winnipeg – is to consolidate existing agency arrangements.

The company's products cover a range of cylinder and lever locks and latches with matching door furniture in a variety of finishes and materials including aluminium, zinc, brass and bronze. It has factories in New Zealand and Zambia and already-established markets in over 50 countries. Over 30 per cent of its production is exported.

Australian and Canadian visits

MR. J. C. BAMFORD, chairman and managing director, Mr. A. P. Bamford, a director, and Mr. H. Wilson, export sales director, have left for Sydney, Australia, where they will attend the official opening of the new JCB dealer for Australasia – Blackwood Hodge (Australia) Pty. Limited. They will be joined by a JCB training team who have been giving dealer training in Christchurch, New Zealand, since leaving the JCB factory in Staffordshire earlier. The training team comprises units from sales, service training and demonstration. The party will subsequently leave for Ontario, Canada, to carry out a similar programme, before returning to England at the end of July.

Six weeks' Middle East tour

MR. T. A. STODART, export director of the British Constructional Steelwork Association recently returned from a six-week tour of the Middle East. The tour was partly a market research operation, but concentrated largely on work-seeking. The main competition in the countries visited – the Lebanon, Saudi Arabia, the Trucial States, Qatar, Bahrein, Kuwait and Libya – was found to come from the French, the Italians and certain Eastern Bloc countries. One particular British steelwork fabricator was found to have mounted a very successful sales effort over a long period and in a manner fitting the circumstances; he is reaping a handsome reward.

Four weeks' visit to seven Middle East countries

AS PART of the overseas expansion programme, Link 51 Limited are to survey the Middle East market for slotted angles, and its potentialities, with a view to increasing exports. Mr. Gordon Filmer, newly appointed market manager for the Middle East and North Africa, is to visit Saudi Arabia, Qatar, Abu Dhabi, Dubai, Kuwait, Lebanon and Cyprus.

World business tour

MR. J. L. H. BERLANDINA, managing director of Bewax Products Ltd., of Bognor Regis, has returned from a round-the-world business trip which, it is considered, will result in a considerable expansion of the firm's business, both direct, and through manufacturing agreements. Among countries visited were the United States, Australia, Singapore and Hong Kong.

Four weeks' European and Near East tour

MR. J. N. ROBERTS, assistant managing director of Preformed Line Products (Great Britain) Ltd., of Andover, Hants., is making a four weeks visit to France, Belgium, Holland, Switzerland, Italy, Greece, Cyprus, Libya and Malta, contacting agents, power authorities, and railways.

Sales drive in Canada

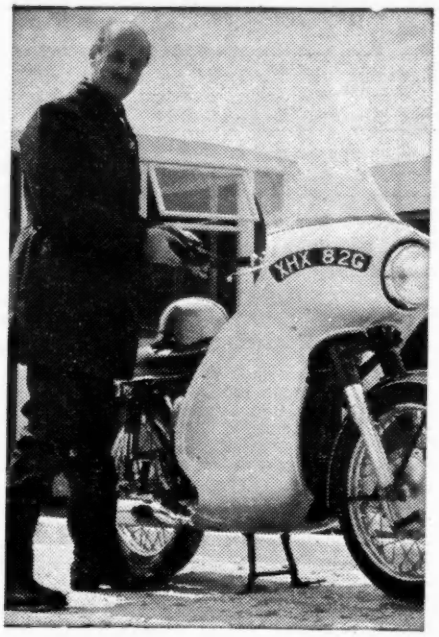
DUNN, BENNETT & CO. LTD. – a member of the Royal Doulton Group – are embarking on an intensive export campaign in Canada for their vitrified hotelware. Mr. Frank Bennett, sales director, is to visit Toronto to discuss marketing arrangements for the firm's products with Doulton & Co. (Canada) Limited.

The company export more than a quarter of the total production from their Burslem, Staffs., factory.

New product sales tour

A new portable rapid flash point tester – 'Setaflash – developed and produced by Stanhope-Seta Limited, of Surrey, has been sold overseas to the United States, Australia, New Zealand, Malaysia, Sweden, Denmark, Finland, France and Belgium.

To promote the new product Mr. C. Alan Richardson, the chairman, has left on a European sales tour. During his visit to West Germany and Scandinavia, he expects to win more orders during his weeks' tour.



Mr. Hugh Palin, director of marketing, of Norton Villiers Limited (Norton Matchless Division), who recently returned from presiding at the spring conference in Yugoslavia of the Bureau Permanent International des Constructeurs de Motocycles, of which he is president, has left for India, where he is visiting Norton Villiers' associated company, the Enfield India Company Ltd., in Madras. At home, Mr. Palin regularly uses a motorcycle for his travels, and the photograph shows him outside the company's offices at Andover, after returning from a 600-mile round trip to Yorkshire and back on a 650 Norton Mercury.

Agencies established in United States and Canada

PROFESSOR M. W. Humphrey Davies, deputy chairman, and Mr. Frederick Gordon, managing director, of the University of London Atlas Computing Service have recently carried out a five-week business tour of Canada and the United States. In both countries they established agencies for the comprehensive services offered, particularly some of the application packages which have been developed by the company and for which there appears to be a large potential market on the North American Continent.

Professor Davies and Mr. Gordon also had discussions with a number of university centres and some computer manufacturers.

INWARD MISSION

African visitors

A GROUP of 11 visitors, mainly from Central and West Africa, are in Britain for two weeks during which they will visit British companies manufacturing agricultural and allied equipment and plant and also visited the Royal Show at Stoneleigh. The tour is sponsored by BNEC Africa Committee.

The visitors come from Zambia, Tanzania, Kenya, Uganda, Madagascar, Ghana, Sierra Leone and Malawi.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.

Remploy Limited has won a £26,000 order from a Libyan organization, Esco-Libya, for furniture, bedding, shelving, hardware and leathergoods. Recently Esco-Libya executives visited London and it is hoped that further business between the two companies will follow. Seen at the firm's showroom are (left to right): Mr. F. S. Gerhardt, export manager, Mr. B. Hamid, Esco-Libya, Mr. J. M. Leahy, contracts manager, Mr. G. Youssef director, Esco-Libya.

£22 million Rumanian contract

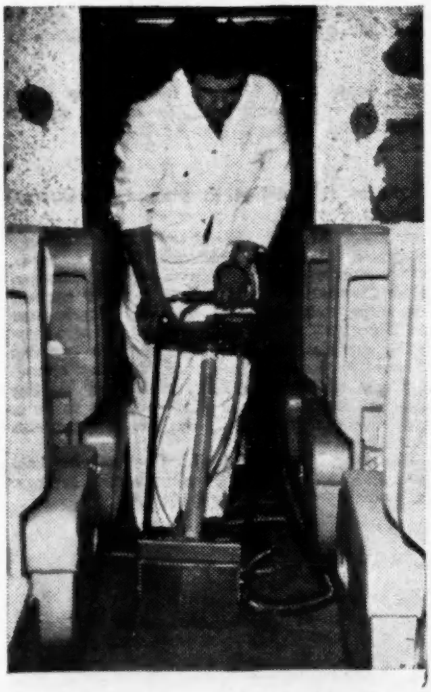
A contract has been signed between a British consortium under the name of the Taylor Woodrow Irrigation Group and Industrial Import, the Rumanian State Enterprise for Foreign Trade, for the sum of £22 million for the construction in co-operation, of the Sadova-Corabia Irrigation System.

It is an area of 300 sq. miles in the south west of Rumania on predominantly sandy soil where an advanced automated irrigation scheme will be realized for the High Council of Agriculture as part of their national programme, which provides for approximately 3½ million acres to be equipped for irrigation in the period 1970 to 1975 in addition to the 2½ million acres which will be irrigated in 1970.

This contract is supported by an agreement for the purchase of Rumanian agricultural products by the Dominion Export Co. Ltd. and Louis Dreyfus & Co. Ltd.

The Taylor Woodrow Irrigation Group will provide the design, technical management and the supply of equipment and certain items of construction material. The Rumanian authorities will provide construction materials, transport, technical staff and labour.

The other members of the consortium are English Electric-AEI Projects Ltd. (a member of the GEC Elliott Automation Group) who are supplying electrical power, control and automation equipment, weir gates and valves; Sigmund Pulsometer Pumps Ltd. who are supplying pressure pumps, valves and sprinkler irrigation equipment; and Vickers Ltd. who have responsibility for the main pump lifts, penstock conduits and ancillary equipment.



East African Airways have bought a Stimvak machine for cleaning carpets and upholstery in aircraft. The machine is made by Steam Vacuum Extraction Ltd., London, and is a combination machine incorporating five operations in one and avoiding the use of brushes.

£150,000 orders

Sanders & Forster Ltd. report that in one month export orders for structural steelwork worth in the region of £150,000 have been received for a Burmese rolling mill, pre-engineered clear portal buildings for Dubai and Abu Dhabi, structural steelwork for Bermudan airport buildings and a multi-storey hotel in St. Lucia.

Transformers for Hong Kong

GEC Transformers Ltd. has obtained an order from the Hong Kong Electric Co. Ltd. for transformers worth over £100,000. Two similar units have recently been shipped to this customer.

Diesels for Rumania

A £500,000 order for Perkins six cylinder agricultural diesels has been placed by Masinimport, the Rumanian organization for foreign trade, for an Italian Laverda combine harvester which will be built under licence in Rumania. Negotiations for the order opened a year ago, continued at the British Industrial Fair in Bucharest in October and were concluded recently.

Boilers for Japan

Potterton, the De La Rue heating subsidiary, has secured a £250,000 order to supply pressure jet oil boilers to Shell Sekiyu KK over the next two years. The equipment will be included in the Shell central heating scheme shortly to be promoted throughout Japan, as part of the company's bid to secure an increasing share of the domestic fuel market.

£20,000 beef order from Sweden

A £20,000 order for Aberdeen-Angus beef cattle has been placed by Swedish farmers with the British Aberdeen-Angus Cattle Society at the Elmia International Agricultural Fair being held this week at Jönköping. A six-man buying delegation plans to visit Scotland in September to complete the order.

£500,000 worth of cars for Iraq

What is believed to be Britain's biggest-ever car order from Iraq has been announced by Vauxhall Motors. The order was placed by the General Automobile Company, Baghdad, for 648 Cresta, Victor, and Viva models valued at over £500,000. Vauxhall has also received an order from Iraq for 30 Bedford normal-control 7-ton tippers worth over £50,000.

East Africa order aviation electronics

STC's Radio Products Group (New Southgate, North London) has been awarded contracts worth nearly £200,000 by the Directorate of Civil Aviation of the East African Community (Kenya, Uganda and Tanzania) for the supply of instrument landing systems and ground-to-air communication equipment.

Fifth Super VC-10 for East Africa

Chief A. S. Fundikira, chairman of East African Airways Corporation – East Africa's international airline and the national airline of Kenya, Uganda and Tanzania – has signed a contract with the British Aircraft Corporation for a fifth Super VC-10, intercontinental jet airliner (previously on option) for delivery in February 1970.

£400,000 USSR order

Orders valued at £400,000 have been won from Russia by The Bronx Engineering Co. Ltd., of Lye, Worcs., for tube straightening and steel sheet levelling equipment. The orders were placed by the Russian Import Agency – Stankoimport.

Pipe-line in Portugal

The Pipeline Division of Wailes Dove Bitumastic Limited, Hebburn-on-Tyne, Co. Durham, has been awarded a contract for the external protection of a buried steel pipeline to be laid in Portugal for the Companhia Portuguesa dos Petroleos BP of Lisbon.

Machine tools for USSR

Mr. Roy Spavold, marketing director of Z. Brierley Ltd., the Llandudno machine tool firm has secured an order for the supply of 'Rotacone' drill grinders for the USSR. This is the third repeat order, and the largest yet received.

18 aircraft for India

Hawker Siddeley has signed a contract with Hindustan Aeronautics Limited for 18 Hawker Siddeley 748 turbo-props to be manufactured in India. HAL has also taken an option on a further 21 aircraft. This latest sale brings the total order book to 207, with over 70 per cent of the aircraft for export.

Increased European sales

Orders for cycle and motor cycle accessories, representing an increase of £20,000 over the last six months, have been received by Speedwell Gear Case Co. Ltd., of Witton, Birmingham, from European manufacturers. The orders are the direct result of an intensive sales drive by Speedwell by way of personal visits, throughout Austria, Holland, Sweden and Denmark.

France an important market

Sir John Wall, chairman of ICL, reports that during the past 12 months France has become ICL's most important single export market. Sales have increased by over 47 per cent and the company has delivered or has taken orders for 110 of its 1900 Series computers. A new office was opened at Nantes on June 6. Coinciding with the opening the firm announced that the city had placed an order for a 1901 computer worth £100,000 for delivery in January 1970.

Computer system for Germany

A Honeywell DDP 516 real-time computer system, valued at nearly £43,000, has been exported to the German company, Klöckner Humbolt Deutz AG of Cologne to help control an automated cement plant.

Overseas demand for Land-Rovers

An unprecedented demand for Land-Rovers from all over the world could result in an all time record sale this year. The Rover Company announced: at present, outstanding orders from overseas markets are 12 per cent up on the figure at the end of June last year. Since the Land-Rover was introduced – it celebrated its 21st anniversary in April – more than 644,000 units have been sold, of which over 70 per cent have gone to more than 170 overseas markets.

Orders for Germany and Australia

Gilkes Educational Equipment Division have recently received an order from Russelsheim-HaBloch State Engineering School in Germany, for two large experimental water turbines. Tootseay Technical College, Australia, have ordered a large instructional pump test set from the company.

Gilbert Gilkes & Gordon Limited of Kendal who specialize in the design and manufacture of marine diesel engine cooling water pumps have recently added two European diesel engine manufacturers to their list of customers. These are Motorfabriken Bukh of Denmark and SACM of France.

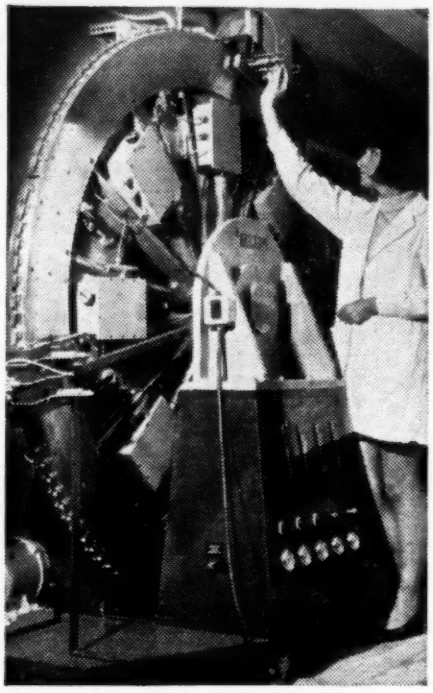
Air Malawi buys two aircraft

Air Malawi, the national airline of Malawi, has ordered two Hawker Siddeley 748 twin turboprop aircraft, to be used on their domestic and regional network.

This latest order brings the sales total of the Hawker Siddeley 748, including military versions, to 189. Aircraft have already been delivered to 30 operators in 20 countries.

Excavators for South African diamond mine

Ruston-Bucyrus Limited, Lincoln, have announced that De Beers Consolidated Mines Limited have ordered excavators worth £400,000 for use in re-opening the Koffiefontein diamond mine in Orange Free State, Republic of South Africa.



A unique piece of equipment, seen for the first time in commercial operation, is shown at the Haverhill, Suffolk, plant of Koch-Light Laboratories Ltd., who claim to be Britain's largest manufacturers of rare organics. The 'wheel' is a continuous gas-phase chromatographic separator, which, by heating and vapourizing action, separates pure chemicals from mixtures at rates up to 500 times faster than the more conventional methods. Koch-Light supply their chemical products to research and other organizations throughout the world (with more than 55 per cent of their output currently scheduled for export).

Gold plated fittings for Katmandu

A crate packed with gold plated bathroom fittings has just left the Birmingham factory of Charles Hufton and Sons Ltd., for the royal bathroom of King Mahendra Bir Bikran Shah Devav of Nepal in his palace at Katmandu. Mr. P. J. Dargan, managing director, said that 'more than 40 per cent of their total production goes overseas to almost every country.'

$50,000 order

The Stow Group of Companies, Hastings, Sussex, have won a repeat export order, valued at $50,000, from the Febco Corporation of Los Angeles for 30,000 of their standard range of thumbwheel switches. Mr. G. Stow, managing director, said that the orders were the result of the Group's participation in the Weston 68 Exhibition in Los Angeles.

More printing equipment for Russia

Another £73,000 order for Rotaprint Offset Litho Machines, supplies and spare parts has been won by Rotaprint of Honeypot Lane, N.W.9. This most recent addendum to a contract originally negotiated with the USSR in November 1967, raises its value to approximately £200,000.

Canadians order toys

Green Monk Products Ltd., of Darfield, near Barnsley, have received an order, worth £1,600, from Canada for 4,200 Ring O'Bells toys. The order was placed by Gay Distributing Co., of Toronto, and the toys will be distributed by mail order throughout Canada. Mr. Alan Elstone, managing director, said, 'We are now exporting our toys to nearly 50 countries and Canada is one of our increasing markets.'

£17,000 toys order for United States

Polypops Products Ltd. is shipping 10,000 of its Lunartrack toys to the United States as part of an order worth over £17,000. The order was negotiated at the Brighton Toy Fair, with the Creative Playthings Division of Columbia Broadcasting System Inc. for sales through a nation-wide chain of outlets.

Asphalt plant for Cyprus

The Public Works Department of the Government of Cyprus has placed an order with Stothert & Pitt Ltd., Bath, for a 50 tons per hour asphalt plant.

£130,000 electricity orders

A £100,000 order for controls and instrumentation for the turbines for two 120 mw units for China Light & Power, Hong Kong, has been received by Bailey Meters & Controls Ltd., Purley Way, Croydon, a member of the Babcock & Wilcox group of companies. An order for £30,000 has also been received for automatic controls for an extension to Ras Abu Aboud Power Station, Qatar.

£30,000 United States order

Bevan Funnell Limited, of Newhaven, have received £30,000 worth of orders for their Reprodux furniture during the first week of a spring market in Hickory, North Carolina. This was reported by their United States agents, Mallory Webster, from the spring market at the Home Furnishing Mart in Hickory, North Carolina. This showroom, the second in the United States devoted exclusively to the Reprodux range is the springboard for in-store promotions planned for all the important cities in the agent's territory during the coming months.

In 1967 the firm exported £16,000 to the United States, last year £58,000. Exports in 1968 totalled £800,000 to all parts of the world.

£1 million Chilean contract

The longest pier on the Chilean coast – it will extend for 1,700 metres into Concepcion Bay – is be built for the Compania Sudamericana de Fosfatos SA (COSAF) – by George Wimpey & Co. Limited, who are responsible for design. The contract is worth about £1,000,000.

Diesel plant for Turkey

An £11 million diesel engine factory is to be built in Turkey by the Perkins Engines Group, of Peterborough. The factory will occupy a 300,000 sq. ft. site at Gebze, some 30 miles east of Istanbul, will have a capacity of 50,000 engines annually. It is planned to employ 1,500 Turkish nationals when in full production. The new plant will also provide work for thousands more in the supply industry by creating a demand for castings, forgings and various components. It is expected to be in production by the end of 1970.

Wire for United States power station

Richard Johnson & Nephew have secured a $200,000 order for the supply of 1,350,000lbs of thermalized wire to the Fort St. Vrain nuclear power generating station in Denver, Colorado.

Cables for Sierra Leone

British Insulated Callender's Construction Company Limited has received a £525,000 order from the Sierra Leone Electricity Corporation for Freetown (Stage II), Kenema and Koidu electricity supply systems.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

GENERAL

Regulation (CEE) No. 1200/69 modifies **Regulation (CEE) No. 204/69,** establishing, for certain agricultural products exported in the form of goods not covered by Annex II of the Treaty, the general rules relative to granting export refunds and the criteria for fixing their amount. This Regulation affects products in the following sectors covered by the basic **Regulations (CEE) No. 120/67** (cereals), **No. 122/67** (eggs), **No. 359/67** (rice), **No. 1009/67** (sugar) **and No. 804/68** (milk and milk products) (*Journal Officiel* No. L155 dated June 28, 1969).

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 1170/69 determines the amount of the variable elements applicable during the third quarter of 1969, for the import into the Community of goods covered by **Regulation (CEE) No. 1059/69** (*Journal Officiel* No. L154 dated June 27, 1969). An announcement about **Regulation (CEE) No. 1059/69** was published in the *Board of Trade Journal* dated June 25, 1969 (page 1778).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 1156/69 relates to the special rules to apply to the import of certain frozen cattlemeats (*Journal Officiel* No. L150 dated June 24, 1969).

Regulation (CEE) No. 1210/69 further extends the 1968/1969 Marketing Year in the cattlemeat sector to July 27, 1969 (*Journal Officiel* No. L155 dated June 28, 1969).

CEREALS

Regulation (CEE) No. 1157/69 suspends the prefixing of the levy for soft wheat (*Journal Officiel* No. L150 dated June 24, 1969).

Regulation (CEE) No. 1205/69 modifies **Regulation (CEE) No. 131/67** so far as it concerns the rules applicable to deriving the intervention prices and determining the marketing centres in the cereals sector (*Journal Officiel* No. L155 dated June 28, 1969).

Regulation (CEE) No. 1206/69 fixes, for the year 1969/1970, the principal marketing centres for cereals and the derived intervention prices relevant to them, as well as the intervention price for maize (*Journal Officiel* No. L155 dated June 28, 1969).

Regulation (CEE) No. 1207/69 fixes the subsidy for the production of durum wheat for the 1969/1970 Marketing Year (*Journal Officiel* No. L155 dated June 28, 1969).

Regulation (CEE) No. 1212/69 fixes the compensatory amount for durum wheat and barley in stock at the end of 1968/1969 Marketing Year and intended for export (*Journal Officiel* No. L155 dated June 28, 1969).

Regulation (CEE) No. 1219/69 relates to the conditions for granting compensatory amounts for durum wheat and barley in stock at the end of the 1968/1969 Marketing Year (*Journal Officiel* No. L155 dated June 28, 1969).

Regulation (CEE) No. 1221/69 extends **Regulation (CEE) No. 1157/69** so far as it concerns suspending the prefixing of the levy for soft wheat (*Journal Officiel* No. L155 dated June 28, 1969).

SUGAR

Regulation (CEE) No. 1178/69 fixes the basic amount of the export refunds for unrefined syrups and certain other products of the sugar sector (*Journal Officiel* No. 152 dated June 26, 1969).

Regulation (CEE) No. 1190/69 fixes, for the 1969/1970 sugar Marketing Year, the import levies for sugar beet and sugar cane (*Journal Officiel* No. L153 dated June 27, 1969).

Regulation (CEE) No. 1201/69 fixes the intervention price for raw sugar beet for the period July 1, 1969 to December 31, 1969 (*Journal Officiel* No. L155 dated June 28, 1969).

Regulation (CEE) No. 1220/69 fixes the production refunds for white sugar used in the chemical industry (*Journal Officiel* No. L155 dated June 28, 1969).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 1202/69 fixes, for the 1969/1970 Marketing Year, the monthly increases in the target and intervention prices for oilseeds (*Journal Officiel* No. L155 dated June 28, 1969).

RICE

Regulation (CEE) No. 1203/69 fixes, for the 1969/1970 Marketing Year, the intervention price for paddy rice, the threshold price for husked rice and broken rice and the protective amounts to include in the threshold price for blanched rice (*Journal Officiel* No. L155 dated June 28, 1969).

Regulation (CEE) No. 1204/69 fixes the monthly increases in the prices of rice for the 1969/1970 Marketing Year (*Journal Officiel* No. L155 dated June 28, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1208/69 relates to the starting date from which the Intervention Organizations buy only butter bearing the

control stamp (*Journal Officiel* No. L155 dated June 28, 1969).

Regulation (CEE) No. 1209/69 further extends the 1968/1969 Milk Marketing Year to July 27, 1969 (*Journal Officiel* No. L155 dated June 28, 1969).

Regulation (CEE) No. 1211/69 modifies **Regulations (CEE) Nos. 971/68, 985/68 and 1014/68** so far as it concerns the list of approved warehouses for stocking Grana Padano and Parmigrano Reggiano cheese, butter and powdered skimmed milk(*Journal Officiel* No. L155 dated June 28, 1969).

Tariff quotas in the EEC

THE *Journal Officiel des Communautés Européennes* No. L153 dated June 27, 1969 contains the text of **Regulation (CEE) No. 1179/69,** setting up a community tariff quota, for the period June 16, 1969 to February 14, 1970, for 46,000 tonnes of herrings, fresh, frozen or chilled, whole, headless or in pieces (Tariff Heading No. 03.01 B 1 (a) 2 (aa)) at a 'nil' rate of duty. 40,200 tonnes of this quota has been allocated on the following basis:

Germany	31,600 tonnes
France	1,000 tonnes
Italy	200 tonnes
Netherlands	5,600 tonnes
Belgo-Luxembourg Economic Union	1,800 tonnes

The remaining 5,800 tonnes will form a reserve available to member countries, who use 90 per cent or more of their original allocation. Details of the methods of allocation and of the conditions attached to the whole quota may be obtained from the Export Services Branch at the address given below.

The French text and details of the Regulation may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Transport in the EEC

THE *Journal Officiel des Communautés Européennes* No. C82 dated June 27, 1969 contains the draft text of a Proposed Regulation concerning the introduction of a mechanical monitoring device for commercial road transport vehicles, which will largely replace the log-book systems at present in force. The introduction of this device, the 'recording tachometer', was approved in principle in Regulation (CEE) No. 543/69 of March 25, 1969, which deals with the harmonization of certain social provisions in the transport sector. The text of Regulation (CEE) No. 543/69 was published in the *Journal Officiel des Communautés Européennes* No. L77 dated March 29, 1969.

The first social regulation in transport ((CEE) No. 543/69) prescribed rules for passenger and goods transport by road, in particular maximum daily and weekly periods at the wheel, minimum breaks between periods of continuous driving, and compulsory rest periods. A record of the times set out in this regulation would at present be made by the members of the crew in the vehicle's log-book but when the regulation was drafted the question was considered of how far a mechanical device could replace the log-book and provide easier and more efficient control. The Commission's new proposal should be adopted by December 31, 1969 at the latest.

The European recording tachometer to be made obligatory by the proposed regulation referred to in para 1 above will be required to record driving times, hours of attendance at work, breaks and rest periods, speed and the distance travelled. When there is more than one man in the crew, each device must permit the separate recording of the different time periods for each driver.

The recording tachometer recommended in the proposal is to be installed in all road-haulage vehicles registered in the Community member states with the exception of the following categories:

(a) vehicles designed for the transport of not more than nine people, including driver,
(b) vehicles for the transport of goods with an authorized maximum weight, including trailers and semi-trailers, of not more than 3.5 tons,
(c) vehicles used for passenger transport by regular services over a distance of not more than 50 km,
(d) various categories of public-service vehicles,
(e) tractors with a maximum speed of 30 km per hour.

The proposal provides for a schedule setting time limits for installing the devices, taking into account the need for achieving sufficient manufacturing capacity and an efficient technical network for installation, repair and examination of those fitted. Thus installation would be compulsory by January 1, 1972, for vehicles commissioned for the first time after that date and for vehicles used in international transport and transport of dangerous goods, whatever the date of their commissioning. A second stage would follow on January 1, 1974, when the fitting of the tachometer becomes compulsory for vehicles commissioned for the first time before January 1, 1972.

An important part of the proposed regulation concerns the approval of types of equipment which have been made or may be made in several Community member countries. The aim is to specify common manufacturing standards. Vehicles already equipped with mechanical monitoring devices not in accordance with the Community standards may continue to use them only with a transitional authorization, and in any case equipment not conforming must be either modified or replaced in accordance with the following schedule: by December 31, 1974, for goods transport vehicles with an authorized total maximum weight of more than 10 tons, and for all passenger transport vehicles; by December 31, 1976, for other goods transport vehicles.

The French text of this proposed regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the text of the proposed regulation, when finally approved, may differ from the draft text referred to above.

IRISH REPUBLIC

Change in rate of wholesale tax

THE REVENUE Commissioners of the Republic of Ireland have issued the following notice:

THE RATE OF WHOLESALE TAX CHARGEABLE ON CERTAIN IMPORTED GOODS AS ON AND FROM JUNE 1, 1969.

1. *Increase of rate.* Importers, agents and other persons concerned are reminded that on and from June 1, 1969 wholesale tax is chargeable at the rate of 15 per cent in respect of imported goods of the descriptions indicated in the Schedule to this Notice.

Where turnover tax is also chargeable on the goods, wholesale tax and turnover tax will, from June 1, 1969 inclusive, be charged at the combined rate of 17½ per cent on the taxable value of the goods, i.e. the value of the goods increased by the amount of customs duty (if any) payable thereon.

2. *Date of operation.* The new rate of wholesale tax applies to goods affected in respect of which entries have not been passed before the close of the official day on May 31, 1969.

3. *General.* Except as modified by the above the information relating to wholesale tax on imported goods set out in Notice Nos. 1041 and 1094 remains unaltered.

SCHEDULE

Goods on which wholesale tax at the rate of 15 per cent is chargeable as on and from June 1, 1969.

1. Motor vehicles designed and constructed for the conveyance of persons by road, including sports motor vehicles, estate cars, station wagons, motor cycles, motor scooters, mopeds and auto cycles, but *not including* vehicles designed and constructed for the carriage of more than 16 persons (inclusive of the driver), invalid carriages and other vehicles of a type designed for use by invalids or infirm persons.
2. Caravans, including mobile homes.
3. Ships, boats or other vessels designed and constructed for the conveyance of persons and not exceeding 100 tons gross; and sports and pleasure craft of all descriptions including yachts, cabin cruisers, dinghies, canoes, skiffs and racing boats.
4. Radio receiving sets and television receiving sets of the domestic or portable type, including sets suitable for use in road vehicles.
5. Gramophones, radiogramophones, record players and electric gramophone record reproducers.
6. Gramophone records.

Inquiries regarding this notice may be addressed to The Secretary, Revenue Commissioners, Dublin Castle, Dublin 2.

FRANCE

Import regulations for live animals

THE FRENCH *Journal Officiel* of June 18 published an arrêté to the effect that imports of horses destined for slaughter (Tariff heading No. 01-01 A.II) which are imported under EEC condi-

(*Continued on next page*)

FRANCE, *continued*

tions must fulfil the following sanitary regulation in order to qualify for the reduced rate of duty.

The transit form signed by the importer at customs clearance must give the undertaking that the animals will be slaughtered within 10 days. If this regulation is not observed imported animals will be considered for duty purposes as animals not destined for slaughter.

This arrêté supersedes the arrêté of June 1, 1967 which is now cancelled.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Duty-free import quotas for iron

THE FRENCH *Journal Officiel* of June 22 announced the amounts for the following duty-free quotas for the second half of 1969:

Tariff No.	Description	Amount Metric Tons net
73.15 A IV b 1	Hot-rolled or extruded wire rod having a diameter of 4·5 to 6 mm. and a carbon content of 0·62% to 0·7%	3,000
	Wire rod of a diameter of 4·5 to 13 mm. and containing 0·60 to 1·05% of carbon, 0·05 or less of sulphur or phosphorus (taken together), 0·10 to 0·25% of silicon and 0·1% or less of all other components (taken together) except manganese and chromium	1,200
73.16 A II b	Used rails intended for re-rolling	30,000

The conditions of admission under the above quotas are laid down in the relevant articles of an Order of April 12, 1962 which states the general conditions of import duty quotas.

The products imported under these quotas must be used for the purposes stated within one year of the date of registration of the customs declaration. They are also subject to the fulfilment by the actual consignees, assignees and users of the formalities laid down in Article 4 of the Order of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended use.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

RHODESIA

Suspension of duty

THE CUSTOMS and Excise (Suspension) (Amendment) Regulations 1969 (No. 20) published as Rhodesia Government Notice No. 478 of 1969 on June 20 amends the first schedule of the Customs and Excise (Suspension) Regulations 1968 to the following extent.

Item	Duty
First Schedule, Part I: by the insertion of	
Ex 223 (b) Acriflavine and proflavine hemisulphate, in powder form, in bulk	Free

Note:

Trade between the United Kingdom and Rhodesia is severely restricted. The changes in the Rhodesian Tariff listed above are published for information only.

TANZANIA

Sales tax

THE SALES TAX Bill, 1969, published in the United Republic of Tanzania *Gazette Supplement* of June 19, introduces a 'sales tax', with effect from June 20, on a wide range of imported goods. The tax is payable by the Tanzanian importer on the landed (c.i.f.) cost of the items affected.

Full details are available from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

DEMOCRATIC REPUBLIC OF THE CONGO KINSHASA

Import licensing modifications

THE NATIONAL BANK of the Congo, acting on behalf of the Congolese Government, has announced modifications to the import licensing procedure.

In effect, licences are no longer required except for various articles under tariff heading Chapter 71 (pearls, precious and semi-precious stones, precious metals, jewellery); and under Chapters 84 to 89 with an f.o.b. value exceeding 10,000 Zaires, i.e. £8,375. These Chapters refer to machines, vehicles, navigation equipment, etc.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

THE SOUTH AFRICAN Government *Gazette* No. 2439 of June 20, notifies the following changes in the tariff:

R.1019: Whereby certain fractional horse power motors are excluded from headings 85.01.20.10 and 85.01.30.10 with restrospective effect from May 5, 1967.

R.1020: Whereby specific provision is made for ammeters and voltmeters of a kind designed for installation in machines or apparatus and the duty thereon is increased from free to 10 per cent.

R.1021: Whereby –

(1) Provision is made for an ordinary anti-dumping duty on sodium hydroxide (caustic soda) if imported from or originating in Hungary.

(2) Provision is made for an anti-dumping duty on outer garments, knitted or crocheted (excluding swim-suits, dressing-gowns, bath robes, infants' garments, shawls and dresses) if imported from or originating in Taiwan.

(3) Provision is made for an ordinary anti-dumping duty on wire staples (not insulated) of iron or steel and staples of base metal, if imported from or originating in France. The said anti-dumping duty is also applicable to such goods entered under the provisions of item 401 of Schedule 4.

(4) Provision is made for an ordinary anti-dumping duty on sparking plugs (excluding those with platinum electrodes, with fully screened or shielded insulators, with integral radio suppressors, with the electrodes and spark gap recessed within the body and those suitable for use solely or principally with tractors or aircraft) if imported from or originating in Italy or Japan. The said anti-dumping duty is also applicable to such goods entered under item 317.03 (1) or under the provisions of item 401 of Schedule 4.

R.1022: Whereby provision for acetaminophenol is made in tariff heading 29.25.

R.1023: Whereby the provision for a rebate of duty on ethylene polymers and copolymers with a specific gravity not exceeding 0.940, liquid or pasty and in blocks, lumps, powders and similar bulk forms, for the manufacture of moulded plastic goods according to the blow moulding process, is withdrawn.

R.1024: The provision for a rebate of duty on electrical windscreen wiper motors, for the manufacture of certain motor vehicles is withdrawn.

R.1025: Whereby provision is made for a rebate of the full duty on keyboards, for the manufacture of electronic organs.

R.1026: Whereby the conditions for the acquisition of goods under rebate of duty are prescribed.

Inquiries regarding these notices should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Customs tariff applications

CUSTOMS TARIFF Application List No. 493, published in the South African Government *Gazette* of June 27, contains applications to the Board of Trade and Industries for increases in duty on:

1. Printed fabrics in which cotton predominates by weight (excluding indigo blue discharge print fabrics);
2. Fabrics in a plain, twill or sateen weave, unbleached, bleached or piece-dyed in which cotton or flax or ramie predominates by weight;
3. Other fabrics in which cotton or flax or ramie predominates by weight;

4. Printed fabrics in which man-made fibres predominate by weight (excluding indigo blue discharge print fabrics);
5. Fabrics in a plain, twill or sateen weave, unbleached, bleached or piece-dyed in which man-made fibres predominate by weight;
6. Other fabrics in which man-made fibres predominate by weight;
7. Terry towelling and similar terry fabrics of cotton, classifiable under 55.08.90.10 and 55.08.90.90 from the existing duties to 45 per cent *ad valorem* with an alternative specific duty of 30c per sq. yd.;
8. Woven fabrics of man-made fibres (discontinuous or waste), classifiable under 56.07.10.90, from duty-free to 15 per cent *ad valorem*;
9. Cotton yarns, unbleached, single of a count finer than 50's, classifiable under 55.05.30, from the existing duties to 25 per cent *ad valorem* (general) and 15 per cent *ad valorem* (m.f.n.);
10. Mercerized yarn, single or plied, unbleached, bleached or dyed, classifiable under 55.05.70, from the existing duty to 25 per cent *ad valorem* with an alternative specific duty of 3½ cents per per thousand yards;
11. Bath mats of terry towelling and similar bath mats, classifiable under 58.02.10, from the existing duties to 40 per cent *ad valorem* or 30c per lb.;
12. Bed linen, classifiable under 62.02.10, 62.02.20, 62.02.30 and 62.02.40, from the existing duties to 45 per cent *ad valorem* or 50c per lb.;
13. Table linen, classifiable under 62.02.40, from the existing duties to 50 per cent *ad valorem* or 50c per lb.;
14. Toilet linen, classifiable under 62.02.50, 62.02.55, 62.02.60 and 62.02.70, from the existing duties to 40 per cent *ad valorem* or 30c per lb.;
15. Kitchen linen, including tea towels and glass cloths, classifiable under 62.02.45, from the existing duties to 50 per cent *ad valorem* or 45c per lb.;
16. Bedspreads, classifiable under 62.02.80, from the existing duty to 25 per cent *ad valorem* or 60c per lb.;
17. Curtains and other furnishing articles, classifiable under 62.02.90, from the existing duty to 25 per cent *ad valorem* or 60c per lb.;
18. Floor cloths, dish cloths, dusters and similar cleaning cloths, classifiable under 62.05.15 and 62.05.90, from the existing duties to 35 per cent *ad valorem* (general) and 30 per cent *ad valorem* (m.f.n.);
19. Tarpaulins, sails, awnings, sunblinds, tents and camping goods, classifiable under 62.04 from the existing duty to 40 per cent *ad valorem* or 45c per lb.;
20. 'Huckaback' towelling, classifiable under 58.05.90, from the existing duty to 40 per cent *ad valorem* or 45c per lb.;
21. (a) Iron or steel wire, having a breaking strength of less than 168,000 lb. per sq. in., plated, coated or clad with zinc, classifiable under tariff sub-heading 73.14.90.20, from 3 per cent *ad valorem* (general) and free (UK) to 8 per cent *ad valorem* (general) and 5 per cent *ad valorem* (UK); and
    (b) wire of high carbon steel, not plated, coated or clad, having a breaking strength of 168,000 lb. or more per sq. in., classifiable under tariff sub-heading 73.15.80.20, from 3 per cent *ad valorem* (general) and free (UK) to 15 per cent *ad valorem* (general) and 12 per cent *ad valorem* (UK);
22. Wrought plates, sheets and strip, of aluminium, by the substitution for tariff sub-headings 76.03.10 and 76.03.80 of the following respective sub-headings:

76.03.10	Flat plates, sheets and strip (excluding circles), not coiled:	
.10	Containing, by weight, not more than 99.9 per cent of aluminium, of a thickness not exceeding 0.128 in. (excluding products containing, by weight, more than – 0.5 per cent of copper, or 6.0 per cent of magnesium, or 4.0 per cent of silicon)	15% (general)
.20	Containing, by weight, not more than 99.9 per cent of aluminium, of a thickness of more than 0.128 in. but not exceeding 0.25 in., a width not exceeding 48 in. and a length not exceeding 96 in. (excluding products containing, by weight, more than – 0.5 per cent of copper, or 6.0 per cent of magnesium, or 4.0 per cent of silicon)	15% (general)
.30	Treadplate	free
.90	Other	free
76.03.80	Circles:	
.10	Containing, by weight, not more than 99.9 per cent of aluminium, of a diameter not exceeding 48 in. and of a thickness not exceeding 0.25 in. (excluding products containing, by weight, more than – 0.5 per cent of copper, or 6.0 per cent of magnesium, or 4.0 per cent of silicon)	15% (general)
.20	Containing, by weight, not more than 99.9 per cent of aluminium, of a diameter not exceeding 15 in. and of a thickness of more than 0.25 in. but not exceeding 0.34 in. (excluding products containing, by weight, more than – 0.5 per cent of copper, or 6.0 per cent of magnesium, or 4.0 per cent of silicon)	

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commonwealth Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

EAST AFRICA

Customs tariff amendments

THE FINANCE BILLS, 1969, published respectively in the Kenya, Republic of Tanzania and Uganda *Gazette Supplements* of June 19, amend, with effect from June 20, the First, Second and Third Schedules to the Kenya, Tanzania and Uganda Customs Tariffs to the following extent:

FIRST SCHEDULE – IMPORT DUTIES

1. (a) in Tariff Number 08.01 (which relates to dates, bananas, etc.) by substituting for subheading A the following:

Tariff No.	Tariff Heading	Import Duty
08.01	A. Dates, bananas, pineapples, avocados, mangoes, guaves and mangosteens	50%

(b) by substituting for Tariff Numbers 08.02 (which relates to citrus fruit), 08.03 (which relates to figs), and 08.04 (which relates to grapes) the following:

Tariff No.	Tariff Heading	Import Duty
08.02	Citrus fruit, fresh or dried	50%
08.03	Figs fresh or dried	50%
08.04	Grapes, fresh or dried	50%

(c) in Tariff Number 12.01 (which relates to oil-seeds, etc.) by substituting for subheadings A and B the following:

Tariff No.	Tariff Heading	Import Duty
12.01	A. Soya beans, copra, palm kernels, mafura nuts	37½%
	B. Linseed	Free
	C. Other	30%

(d) by substituting for Tariff Number 22.03 (which relates to beer made from malt) the following:

Tariff No.	Tariff Heading		Import Duty
22.03	Beer made from malt:		
	A. Stout	Per gallon	Sh. 22/50
	B. Other	Per gallon	Sh. 18/-

(e) by substituting for Tariff Number 32.05 (which relates to synthetic organic dyestuffs, etc.) the following:

Tariff No.	Tariff Heading	Import Duty
32.05	Synthetic organic dyestuffs (including pigment dyestuffs); synthetic organic product of a kind used in luminophores; products of the kind known as optical bleaching agents, substantive to the fibre; natural indigo:	
	A. For colouring foodstuffs, beverages, cosmetics or toilet preparations	37½%
	B. Other	Free

(*Continued on next page*)

EAST AFRICA, *continued*

(f) in Tariff Number 34.03 (which relates to lubricating preparations, etc.) by inserting the words 'and preparations' after the words 'lubricating preparations' where they occur for the first time, and by adding the following new subheading:

Tariff No.	Tariff Heading	Import Duty
34.03	C. Other	33⅓%

(g) in Tariff Number 39.01/06 (which relates to artificial resins, etc.) by substituting for subheading C the following:

Tariff No.	Tariff Heading	Import Duty
39.01/06	C. Film (other than of polyethylene) of a kind used as packing materials	Free

(h) in Tariff Number 39.07 (which relates to articles of plastic, etc.) by substituting for subheading O the following:

Tariff No.	Tariff Heading	Import Duty
39.07	O. Floats for fishing nets, etc. P. Other	Free 30%

(i) in Tariff Number 40.11 (which relates to rubber tyres, etc.) by adding a new subheading A (4), and substituting for the existing subheading C a new subheading as follows:

Tariff No.	Tariff Heading	Import Duty
40.11	A. (4) Tyre flaps	30%
	C. Inner tubes: (1) of a kind used on lorries, trucks, vans, passenger-carrying vehicles, pedal cycles, motor cycles, sidecars and trailers and other non-self-propelled vehicles: (a) Of a size specified by the Minister by notice in the Gazette *Per lb. (b) Other Per lb. (2) Other	Sh. 1/50 Sh. 1/50 Free

(j) by substituting for Tariff Number 40.13 (which relates to articles of apparel, etc.) the following:

Tariff No.	Tariff Heading	Import Duty
40.13	Articles of apparel and clothing accessories (including gloves), for all purposes, of unhardened vulcanized rubber: A. Articles of apparel Each B. Other	Sh. 3/30 or 45% 30%

(k) in Tariff Number 48.07 (which relates to paper and paperboard, impregnated, etc.) by deleting the figure '30%' in the third column and adding the following new subheadings:

Tariff No.	Tariff Heading	Import Duty
48.07	A. Coated for use in the manufacture of crown corks B. Other	Free 30%

(l) by substituting for Tariff Number 48.15 (which relates to shaped paper and paperboard) the following:

Tariff No.	Tariff Heading	Import Duty
48.15	Other paper and paperboard, cut to size or shape: A. Coated for use in the manufacture of crown corks B. Other	Free *33⅓%

(m) by substituting for Tariff Number 54.05 (which relates to woven fabrics of flax or ramie) the following:

Tariff No.	Tariff Heading	Import Duty
54.05	Woven fabrics of flax or of ramie: A. Canvas B. Other	30% 45%

(n) in Tariff Number 55.07/09 (which relates to woven fabrics of cotton) by substituting for subheading C the following:

Tariff No.	Tariff Heading	Import Duty
55.07/09	C. Canvas D. Other Per sq. yd.	30% Sh. 1/60 or 45%

(o) in Tariff Number 73.21 (which relates to structures, etc., of iron or steel) by substituting for subheadings A and B the following:

Tariff No.	Tariff Heading	Import Duty
73.21	A. Structures, complete and parts thereof B. Other	30% Free

(p) in Tariff Number 76.03 (which relates to wrought plates, etc., of aluminium) by substituting for subheadings B, C and D the following:

Tariff No.	Tariff Heading	Import Duty
76.03	B. Flat, including coils, of a thickness less than ·275 inch C. Circles of a thickness less than ·275 inch Per lb. D. Enamelled, printed, lithographed, embossed or lacquered E. Other	33⅓% Sh. 1/50 33⅓% Free

(q) in Tariff Number 76.08 (which relates to structure, etc. of aluminium) by substituting for subheadings A and B the following:

Tariff No.	Tariff Heading	Import Duty
76.08	A. Structures, complete and parts thereof B. Other	30% Free

(r) in Tariff Number 84.18 (which relates to centrifuges) by substituting for subheading B the following:

Tariff No.	Tariff Heading	Import Duty
84.18	B. Spin driers C. Other	30% Free

(s) in Tariff Number 84.40 (which relates to machinery for washing, etc.) by substituting for subheading A the following:

Tariff No.	Tariff Heading	Import Duty
84.40	A. Domestic and laundry type washing machines; wringers and mangles; shaker tumblers; tumble dryers; ironing machines and steam presses for pressing garments; dry cleaning machines	30%

(t) by substituting for Tariff Number 86.08 (which relates to road-rail, etc., containers) the following:

Tariff No.	Tariff Heading	Import Duty
86.08	Containers specially designed and equipped for carriage by one or more modes of transport	Free

(u) in Tariff Number 87.06 (which relates to parts and accessories of motor vehicles) by substituting the following:

Tariff No.	Tariff Heading	Import Duty
87.06	A. Specialized parts of vehicles of headings 87.01B, 87.02B and C, or 87.03A, B, C and D	Free

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Tariff No.	Relating to	Amendment
07.01	Vegtables, fresh or chilled	for '30%' substitute '50%'
08.06	Apples, pears, and quinces, fresh	for '30%' substitute '50%'
08.07	Stone fruit, fresh	for '30%' substitute '50%'
08.08	Berries, fresh	for '30%' substitute '50%'
08.09	Other fruit, fresh	for '30%' substitute '50%'
47.01	Pulp	Insert an asterisk before each rate of import duty in the third column.
48.01 A (3)	Paper, other	
48.01 B	Paperboard	
48.01 C (2)	Cellulose wadding	
48.04	Composite paper, etc.	
48.05	Paper and paperboard, corrugated	
48.06	Paper and paperboard, ruled	
48.14 A	Envelopes	
48.14 B	Paper stationery	
48.16 A	Multy-ply paper bags	
48.16 B	Boxes and other containers	
48.17	Box files, etc.	
48.18	Registers, etc.	
48.19	Labels	
48.21 B	Other articles of paper, etc.	
68.08 A	Pipes and tubes of asphalt, etc.	For 'and tubes' substitute, 'tubes and fittings therefor'.
68.12 A	Pipes and tubes of asbestos cement, etc.	
68.13 A	Pipes and tubes of fabricated asbestos, etc.	
82.04 A	Domestic hand implements	Insert, 'can openers (but not including can keys)' after the word 'tongs'.

SECOND SCHEDULE – SUSPENDED DUTIES

(1) The Second Schedule to the Customs Tariff Acts are amended by the deletion of the item relating to Heading 40.11A (1) and the substitution therefor of the following:

Related Heading	Article	Suspended Duty	
		Amount Provided	Amount Imposed
40.11 A (1)	Pneumatic tyres, including the weight of the immediate wrapper, of a kind and size specified by the Minister by notice in the *Gazette*	Per lb. Sh. 1/50	—
40.11 C (1) (a)	Inner tubes of a kind used on lorries, trucks, vans, passenger-carrying vehicles, pedal cycles, motor cycles, side-cars and trailers and other non-self-propelled vehicles, and of a size specified by the Minister by notice in the *Gazette*	Per lb. Sh. 1/50	—

(2) The Second Schedules to the Customs Tariff Acts are further amended by the deletion of the item relating to Chapter 48 and by the addition of the following items:

Related Heading	Article	Suspended Duty	
		Amount Provided	Amount Imposed
47.01	Pulp derived by mechanical or chemical means from any fibrous vegetable material	10%	—
48.01 A (2)	Paper and paperboard for the manufacture of corrugated paperboard	40%	—
48.01 A (3)	Paper, other	25%	—
48.01 B	Paperboard	25%	—
48.01 C (2)	Cellulose wadding, other	10%	—
48.04	Composite paper or paperboard (made by sticking flat layers together with an adhesive), not surface coated or impregnated, whether or not internally reinforced, in rolls or sheets	25%	—
48.05	Paper and paperboard, corrugated (with or without flat surface sheets), creped, crinkled, embossed or perforated, in rolls or sheets	25%	—
48.06	Paper and paperboard, ruled, lined or squared, but not otherwise printed, in rolls or sheets	10%	—
48.14	Writing blocks, envelopes, letter cards, plain postcards, correspondence cards; boxes, pouches, wallets and writing compendiums, of paper or paperboard, containing only an assortment of paper stationery:		
	A. Envelopes	6⅔% (or 90 cts. per 1,000)	—
	B. Other	6⅔%	—
48.15 B	Other paper and paperboard, cut to size or shape	6⅔%	—
48.16	Boxes, bags and other packing containers of paper or paperboard:		
	A. Multi-ply paper bags	22½%	—
	B. Other	25%	—
48.17	Box files, letter trays, storage boxes and similar articles, of paper or paperboard, of a kind commonly used in offices, shops and the like	10%	—
48.18	Registers, exercise books, note books, memorandum blocks, order books, receipt books, diaries, blotting pads, binders (loose-leaf or other), file covers, and other stationery of paper or paperboard; sample and other albums and book covers of paper or paperboard	6⅔%	—
48.19	Paper or paperboard labels, whether or not printed or gummed	6⅔%	—
48.21	Other articles of paper pulp, paper, paperboard or cellulose wadding:		
	B. Other	6⅔%	—

THIRD SCHEDULE – EXEMPTIONS FROM DUTY
PART B. – GENERAL EXEMPTIONS

The Third Schedules to the Customs Tariff Acts are amended by the deletion of Items 2 and 11 and the substitution therefor of the following:

2. *Containers and pallets*
   (1) Containers, including boxes, tins, bottles, jars and other packages in which any goods not liable to an *ad valorem* duty are packed and imported, being ordinary trade packages for the goods contained therein.

   (2) Pallets of any material.

11. *Protective apparel, clothing accessories and equipment*
   Articles of apparel, clothing accessories specially designed for safety or protective purposes in industry or public undertakings, including hospitals, but not including articles of general use; safety belts and crash helmets.

(Tanzania only)

By deletion of paragraph (6) of item 21.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

(The remainder of this list will be published next week.)

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', Organization for Overseas Marketing' and 'Agency Legislation and Practive Abroad'. Together they contain over 1300 *pages of information that every exporter should have. To get as many fre ecopies of these four Handbooks as you require for day-today use by your export staff, write now to Information Division, United Kingdom Publicity Section* (707), *Board of Trade,* 1 *Victoria Street, London, S.W.4.*

Have YOU looked for EXPORT MARKETS?

We will gladly share with you the knowledge and experience of our Managers and the close connections we have in the countries listed below. If the answers to your export questions are not on file we can quickly supply them.

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CEYLON

Tariff amendments

THE BOARD OF TRADE has received a copy of the Ceylon Government *Gazette* No. 14,857/1 of June 7, 1969, which contains Customs Notification (RPO) No. 69/5. The effect of this Notification is to introduce new rates of duty as follows:

SCHEDULE

Heading No.	Column I Tariff Heading	Column II Preferential Rate *Ad valorem*	Column III General Rate *Ad valorem*
25.23	Portland cement, cement fondu, slag cement, super-sulphate cement and similar hydraulic cements, whether or not coloured or in the form of clinker:		
	C. Other	—	-/50 cents per hundredweight
37.02	Film in rolls, sensitized, unexposed, perforated or not:		
	A. Cinematographic film	2½%	5%
37.06	Cinematograph film, exposed and developed, consisting only of sound track, negative or positive:		
	D. Other	Rs. 0·14½ cts. per linear foot	Rs. 0·15 cts. per linear foot
37.07	Other cinematograph film, exposed and developed, whether or not incorporating sound tracks, negative or positive:		
	D. Other	Rs. 0·14½ cts. per linear foot	Rs. 0·15 cts. per linear foot
44.03	Wood in the rough, whether or not stripped of its bark or merely roughed down:		
	A. Teak	140%	150%
	B. Iroko	140%	150%
	C. Afrormosia	140%	150%
	D. Sapele	140%	150%
	E. Other:		
	(i) Saw logs and veneer logs, of non-coniferous species	60%	70%
	(ii) Other	200%	210%
44.04	Wood roughly squared or half squared, but not further manufactured:		
	A. Teak	140%	150%
	B. Iroko	140%	150%
	C. Afrormosia	140%	150%
	D. Sapele	140%	150%
	E. Other:		
	(i) Of non-coniferous species	60%	70%
	(ii) Other	250%	260%
85.20	Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc-lamps; electrically ignited photographic flash bulbs:		
	A. Torch bulbs	30%	40%
	B. Arc-lamps	10%	20%
	C. Other	90%	100%
90.02	Lenses, prisms, mirrors and other optical elements, of any material, mounted, being parts of or fittings for instruments or apparatus, other than such elements of glass not optically worked:		
	A. Lenses, filters and view finders for cinematographic cameras and for other equipment (excluding cinematographic projectors specially designed for use in the film industry	Free	Free
	B. Other	—	40%
90.08	Cinematographic cameras, projectors, sound recorders and sound reproducers; any combination of these articles:		
	A. Equipment specially designed for use in the film industry (excluding cinematographic projectors)	Free	Free
	B. Cinematographic projectors	40%	50%
	C. Other	100%	105%
90.10	Apparatus and equipment of a kind used in photographic or cinematographic laboratories, not falling within any other heading in this Chapter; photocopying apparatus (contact type); spools or reels, for film; screens for projectors:		
	A. Apparatus and equipment specially designed for use in the film industry	Free	Free
	B. Other	110%	115%

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Import licensing of drugs

CEYLON Import Control Notice No. 9/69 contains an additional list of proprietary drugs, diagnostic reagents in clinical practice, diagnostic agents for use in radiology and dental materials which may be imported on licences issued under Quota Item No. D1, and under the terms given in Import Control Notice No. 25/64 published in the *Board of Trade Journal* dated January 15, 1965, page 136.

The list of drugs may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

LAOS

Industrial property convention

THE ROYAL Government of Laos has given notice of its denunciation of the International Convention for the Protection of Industrial Property, as revised in Lisbon in 1958, and an Order in Council was made on June 25, 1969 declaring that Laos is no longer to be a convention country for any of the purposes of the Acts relating to patents, designs and trade marks.

Copies of the Order (SI 1969 No. 865) may be obtained from the Sale Branch, Patent Office, St. Mary Cray, Orpington, Kent, or from any branch of Her Majesty's Stationery Office, price 4d. each, by post 8d. each.

SINGAPORE

Removal of import restrictions

THE BOARD OF TRADE have been informed by cable that the Singapore Government has removed the quota restrictions and special import licensing on duplicating stencils under Tariff Code Heading 642 922. Further details will be published later.

NEW ZEALAND

Emergency Protection Authority inquiry

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods:

Women's and girls' full-length stockings, wholly or principally of silk, of wool or of cotton, knitted or crocheted, not elastic or rubberised falling within Tariff Items 60.03.02, 60.03.03 and 60.03.04 and elastic stockings falling within Tariff Item 60.06.05.

Details of the tariff items, under which the above-mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most-Favoured-Nation	General
60.03.02	Pairs	27½% Aul 45% Can 55%	80%	80%
60.03.03 / 60.03.04	Pairs	27½% Aul / Can 45%	80%	80%
60.06.05		Free	Free	Free

The Emergency Protection Authority is required to report to the Minister by July 29, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 789/69.

Import licences for woollen goods

THE NEW ZEALAND Minister of Customs has announced the immediate issue of import licences for an additional 300,000 square yards of woven woollen and woven worsted piece-goods weighing more than 5½ ounces per square yard. This represents an increase of 20 per cent on the licences issued for the 1969/70 import licensing year.

It will be recalled that, in the 1969/70 Import Licensing Schedule, the allocation for woven woollen piece-goods was 100 per cent of the licences issued for the 1968/69 licensing year.

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 25006/G.

AUSTRALIA

Tariff changes

DETAILS are given below of changes made in the Australian Customs Tariff by customs tariff proposals which came into effect on June 9, 1969.

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1969

Tariff Item	Goods	Rates of duty	
		General	Preferential
After sub-item 32.09.4 insert the following sub-item:			
'32.09.5	Aerosols, being goods that: (a) fall within item 32.09 only by the application of Note 4 to this Chapter; and (b) but for the presence of the propellent would not fall within item 32.09 by the application of Note 4 to this Chapter	The rate of duty set out in this column in the tariff classification that, but for this item and Note 4 to this Chapter, would apply to the goods	The rate of duty set out in this column in the tariff classification that, but for this item and Note 4 to this Chapter, would apply to the goods'
Omit paragraph 39.02.41, insert the following paragraph:			
'39.02.41	Floor and wall coverings	45%	35%'
Omit sub-item 39.07.6, insert the following sub-item:			
'39.07.6	Floor and wall tiles, being tiles none of which exceeds 400 square inches in area; floor coverings	45%	35%'
Omit sub-item 40.08.1, insert the following sub-item:			
'40.08.1	Floor and wall coverings:		
40.08.11	Being underlay material	35%	25%
40.08.19	Other	45%	35%'
Omit sub-item 40.14.1, insert the following sub-item:			
'40.14.1	Floor and wall coverings	45%	35%'
Omit sub-item 42.03.1, insert the following sub-item:			
'42.03.1	Gloves, mittens or mitts:		
42.03.11	Of the work type or as worn by golfers	30%	20%
42.03.12	Dress type	12½%	Free
42.03.19	Other	7½%	Free'
Omit item 48.12, insert the following item:			
'48.12	Floor coverings prepared on a base of paper or of paper-board, whether or not cut to size, with or, without a coating or linoleum compound:		
48.12.1	Having a coating of or partly of artificial plastic material	45%	35%
48.12.9	Other	35%	25%'
Omit sub-item 58.02.3, insert the following sub-item:			
'58.02.3	Handmade goods not being goods falling within a preceding sub-item in this item; goods wholly of cotton or in which the pile is wholly of cotton; goods in which the pile or face is wholly of jute, not being goods falling within sub-item 58.02.2	7½%	Free'
Omit item 59.10, insert the following item:			
'59.10	Linoleum and materials prepared on a textile base in a similar manner to linoleum, whether or not cut to shape and whether or not of a kind used as floor coverings; floor coverings consisting of a coating applied on a textile base, whether or not cut to shape:		
59.10.1	Having a coating of or partly of artificial plastic material	45%	35%
59.10.9	Other	35%	25%'
In sub-item 60.05.1: omit 'Articles of apparel'; insert 'Articles of apparel, other than men's and boys' shirts (so-called)'			
After sub-item 60.05.3 insert the following sub-item:			
'60.05.4	Men's and boys' shirts (so-called)	57½%, or if higher, $1·57 per doz. Primage 5%	22½%'
Omit sub-items 82.13.1 and 82.13.2, insert the following sub-items:			
'82.13.1	Vacuum operated hair-clippers; cutting plates for clippers of the non-vibratory kind for cutting human hair	12½%	Free
82.13.2	Cutting plates of a kind ordinarily used in vibratory clippers for human hair	50%	32½%'
After sub-item 82.13.3 insert the following sub-item:			
'82.13.4	Secateurs of a kind having a blade that cuts against, but does not overlap, the anvil blade	25%	15%'
Omit sub-item 87.01.2, insert the following sub-item:			
'87.01.2	Tractors of the track-laying type; agricultural tractors not being goods falling within sub-item 87.01.3 or 87.01.4; other tractors not being goods falling within sub-item 87.01.4, being agricultural tractors or tractors that, in the opinion of the Minister, are derivatives of agricultural tractors	In respect of a component specified in Note 7 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 7½%	In respect of a component specified in Note 7 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – Free'
After sub-item 87.01.3 insert the following sub-item:			
'87.01.4	For use in the manufacture of, or for incorporation in, roal rollers, not being goods falling within sub-item 87.01.3	42½%	27½%'
After note 4 to Chapter 92 insert the following note: 'Tape decks that incorporate components, circuitry or electrical wiring associated with audio pre-amplification or amplification do not fall within sub-item 92.11.1'.			
In sub-item 92.11.1: omit 'tape decks'; insert 'basic tape decks'.			

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge to all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2438).

PERU

Amendment to Customs Tariff

SUPREME RESOLUTION No. 042-69-IC/DGC, published in the Official *Gazette* of June 18, 1969 and effective on June 19, modifies the Peruvian Customs Tariff by addition of the following new heading:

Tariff No.	Descript on	Specific Duty (Soles per kilo gross)	Duty *Ad val.*
70.06 0.02	Transparent or coloured glass, in the mass, sheets or plates, more than 2·5 mm. thick, polished on both surfaces to be used exclusively for the manufacture of plate glass or safety glass (when consigned to recognized glass factories, with prior permission of the Direccion General de Industriales)	1·00	30%

ST CHRISTOPHER, NEVIS AND ANGUILLA

Customs tariff changes

THE FIRST Schedule to the St. Christopher, Nevis and Anguilla Customs Duties Ordinance, 1927 has been further amended by the deletion of items 053-04.1, 053-04.2, 112-04.3 and 112-04.4 and the substitution therefor of the following:

(EC $4·80 = 1 stg.

Item No.	Commodity	Unit for Classification	Unit for Duty	Rates of Duty	
				Preferential	General
				$ c	$ c
053-04.1	Lemon and lime juice	lb.	value	20%	30%
053-04.2	All other fruit juices, unfermented, whether frozen or not (including syrups and fruit flavours)	lb.	value	20%	30%
112-04.3	Rum – of a strength not exceeding proof spirit	p. gal.	liq. gal.	7 00	8 50
112-04.4	Other rum	p. gal.	p. gal.	7 00	8 50

Consumption tax

THE GOVERNMENT of St. Christopher, Nevis and Anguilla, under the Consumption Tax Order, 1969 (No. 6 of 1969), has provided for the imposition of consumption taxes at various rates on certain goods imported for local use or consumption.

Details of the items and taxes involved may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3) to whom all other inquiries about the above notices should be addressed.

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950: cutlery

THE FOLLOWING products have been declared 'pioneer products' for the purposes of the Trinidad and Tobago Aid to Pioneer Industries Ordinance, 1950: Cutlery.

(*Continued on next page*)

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements should be addressed to **HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**
Replies to Box Numbers should be addressed to: **Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel: Simonswood 2157 (6 lines).

GIFTS IN A MATCHBOX RANGE. Agents wanted worldwide, also available quality Tartan backed Playing Cards. Cumbrae Supply Co., 5, Erskine Square Glasgow, S.W.2.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry. – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

TRINIDAD AND TOBAGO, *continued*

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* of March 7, 1969, page 728.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (P.O. Box 949). It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, P.O. Box 778, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

UNITED STATES

International customs conventions

THE *Board of Trade Journal* of February 7, 1969, gave notice that the United States had acceded to the following international customs conventions:

Customs Convention on the Temporary Importation of Professional equipment.

Customs Convention on the ATA Carnet for the Temporary Admission of Goods.

Customs Convention on the ECS Carnets for Commercial Samples.

Customs Convention on Containers.

The United States Bureau of Customs has now amended the United States Customs regulations in order to implement the above mentioned customs conventions and has designated the United States Council of the International Chamber of Commerce, Inc., 1212 Avenue of the Americas, New York, NY, the issuing and guaranteeing association for applications for the admission of goods under ATA and ECS carnets.

Inquiries about this notice should be addressed to Tariff Section (United States) Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457).

Fair Packaging and Labelling Act:

Fruit juice beverages

THE UNITED STATES Food and Drug Administration proposes to amend the regulations issued under the United States Fair Packaging and Labelling Act to exempt certain fruit juice beverages packaged in containers of half pint, one pint, one quart, half gallon and one gallon capacities from certain of the labelling requirements of the act.

Interested persons are invited to submit their views in writing, preferably in quintriplicate on this proposal by July 26, 1969.

Comments, which may be accompanied by a supporting memorandum or brief, should be addressed to the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue, S.W., Washington D.C. 20201.

Multi-unit containers

THE UNITED STATES Food and Drug Administration is considering amending the enforcement regulations issued under the above act to require a declaration of quantity of contents on multi-unit containers in terms of the number of individual units, the quantity of each individual unit, and the total quantity of the contents of the multi-unit package.

Interested persons are invited to submit their views in writing, preferably in quintriplicate on this proposal by July 26, 1969.

Comments, which may be accompanied by a supporting brief or memorandum, should be addressed to the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue, S.W., Washington D.C. 20201.

Inquiries about these notices should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

TELEVISION FOR ABU DHABI

His Highness the Ruler of Abu Dhabi, Shiek Zaid, granted a private audience to Pye TVT Ltd., a member of the Pye of Cambridge Group, in order to demonstrate to him the latest techniques of British colour television. The company set up a special TV studio at the Dorchester Hotel, where the Sheik was staying with his retinue during his two week tour of England. The demonstration follows an announcement of the Sheik's recent order to Pye through Thomson Television (International) Ltd., of a 625-line monochrome system. The inauguration date of the beginning of this system is August 6. Picture shows (far left) Mr. Harry McGhee, managing director of Pye TVT Ltd., with his Highness.

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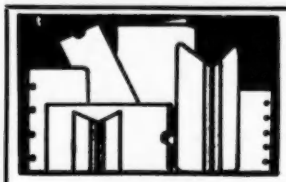
These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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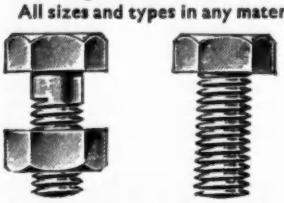

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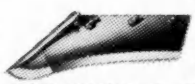

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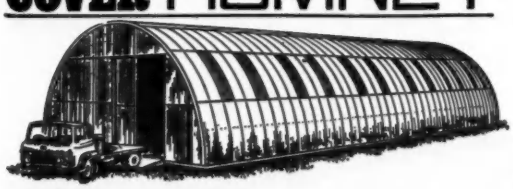

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